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# ANDREWS LIVER SALT

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# Maw's



# Page

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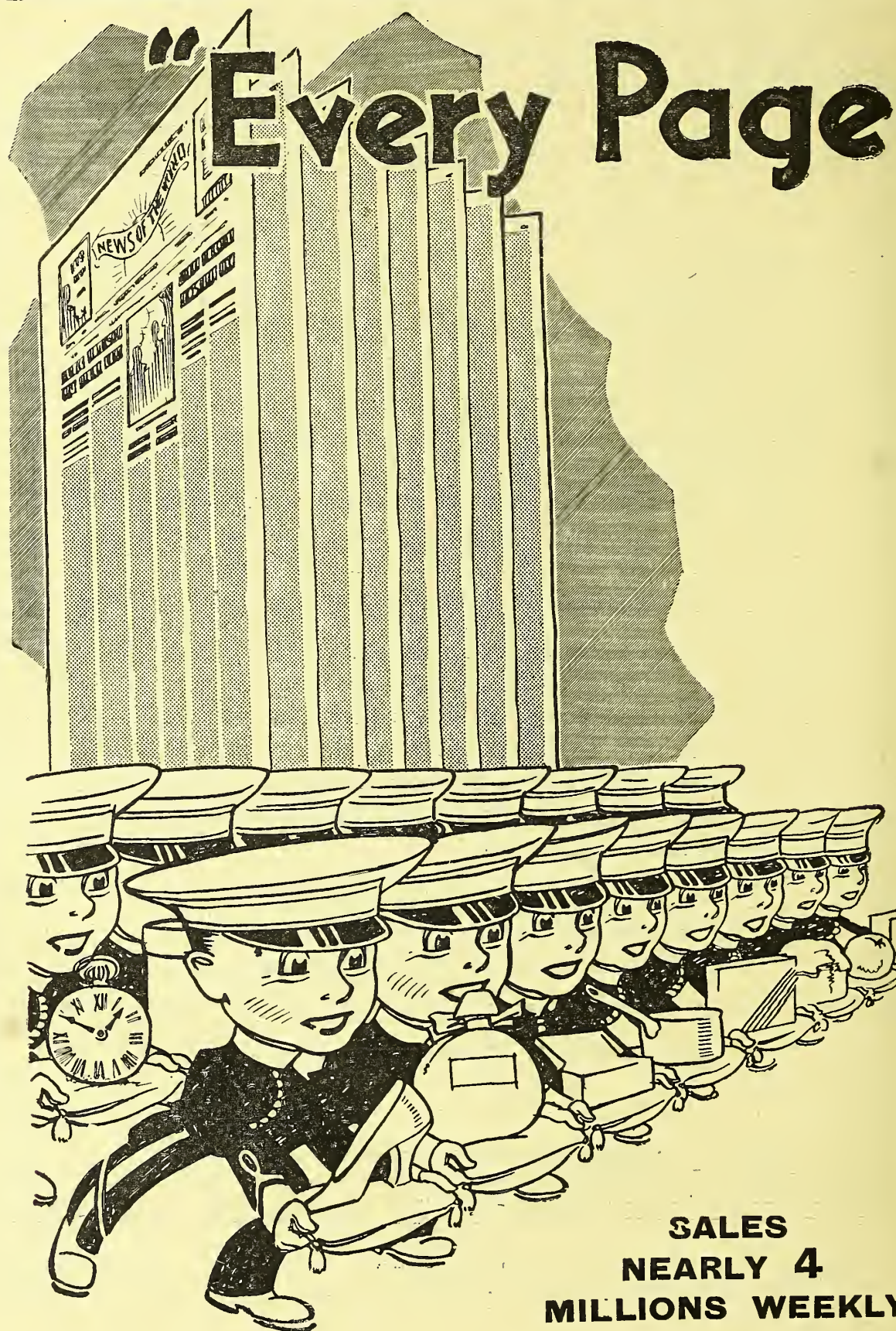
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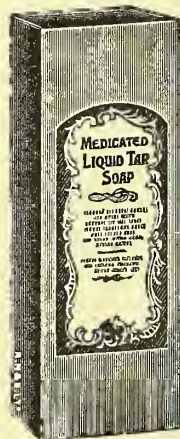
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Telephone : MUSEUM 2810 (3 lines).

Telephone : CLERKENWELL 7601 (3 lines).



# SPONGES

directly consigned Sponges, entirely devoid of chemical bleaching, nor artificially swollen.

## ANOTHER STARTLING HONEYCOMB SPONGE DEAL BY AYRTON'S

HONEYCOMB					
3,500	pieces	...	...	...	@ 3/6 dozen
4,000	"	...	...	...	" 4/6 "
3,000	"	...	...	...	" 6/6 "
3,000	"	...	...	...	" 7/6 "
2,400	"	...	...	...	" 9/- "
2,000	"	...	...	...	" 12/- "
5,750	"	↑	↓	...	" 13/6 "
2,000	"	↑	↓	...	" 18/- "
1,700	"	↑	↓	...	" 20/- "
650	"	...	↓	...	" 24/- "
480	"	...	↓	...	" 21/- "
1,020	"	...	↓	...	" 30/- "
300	"	↑	↓	Special	" 36/- "
700	"	...	↓	...	" 36/- "
400	"	...	↓	...	" 42/- "
450	"	...	↓	...	" 48/- "
180	"	...	↓	...	" 45/- "
350	"	...	↓	...	" 54/- "
500	"	...	↓	...	" 72/- "
300	"	↑	↓	Special	" 84/- "
220	"	...	↓	...	" 84/- "
78	"	↑	↓	...	" 12/- each
CUT HONEYCOMB			for MOTORS, etc.		
1,000	pieces	...	...	...	@ 1/6 each.
1,600	"	↑	↓	...	" 2/- "
750	"	↑	↓	...	" 2/6 "
900	"	↑	↓	...	" 3/- "
500	"	...	↓	...	" 3/9 "
500	"	...	↓	...	" 4/6 "

Special Items of outstanding value

Follow the arrows

AYRTON, SAUNDERS & CO., LTD.

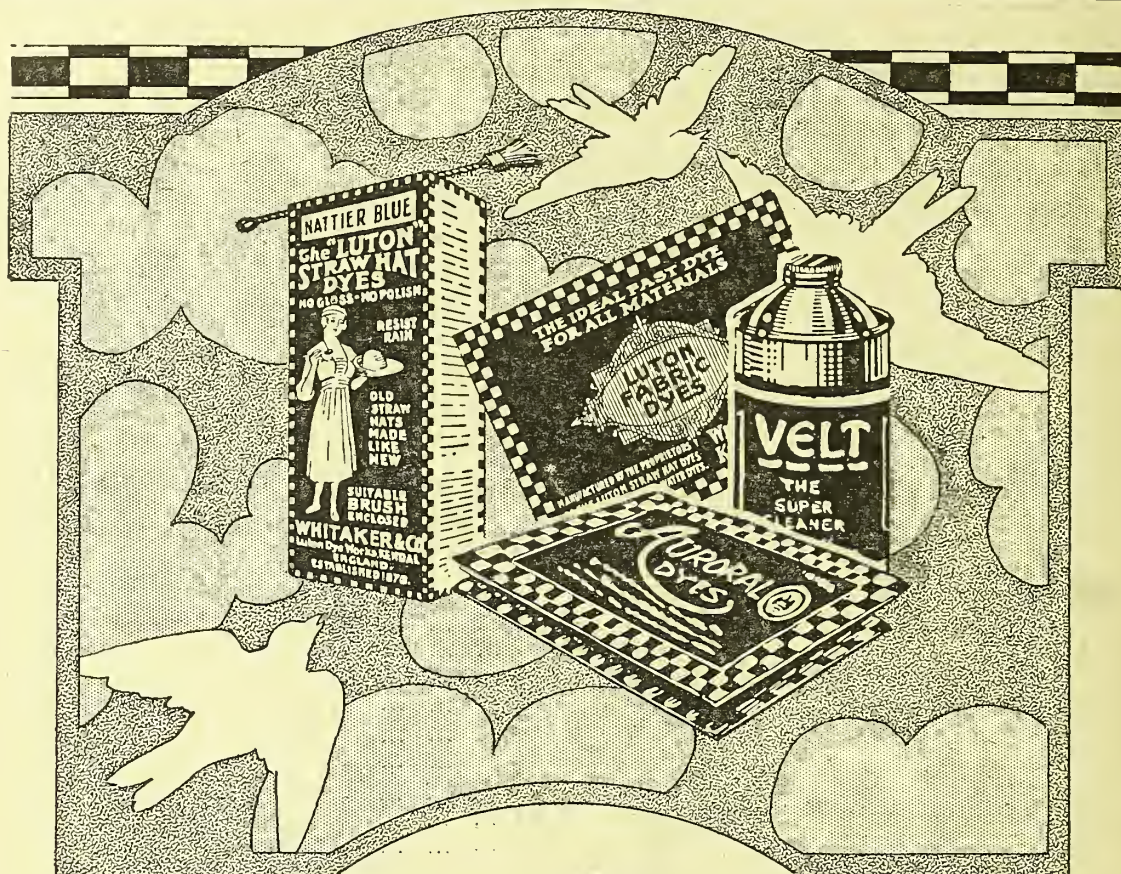
34 HANOVER STREET  
LIVERPOOL

Telegrams: "SUNDRIES, LIVERPOOL."

Telephone: ROYAL 4861.

Codes: A.B.C., LIEBER, BENTLEY and PRIVATE.





## Prepare for Spring Trade

### ENTER FOR THE WHITAKER JUBILEE WINDOW DRESSING COMPETITION

275 GUINEAS IN PRIZES for the best Window Shows put in between March 1st and June 30th, 1928. Full details and conditions are given in the Whitaker Jubilee Trade Booklet, copies of which

are available on application, but you have probably already received one of these booklets.

Another interesting feature for Whitaker's Jubilee Year is The Standard "Auroral" Window Display. See p. 8 of the booklet.

#### AURORAL COUNTER CABINET FREE.

On Request with orders for 1 gross Assorted 'Auroral' Cold Water Dyes—the Trade Price for which is £2 8 0 and less 5% Discount if prompt cash payment is made. The Retail value of these Dyes is £3 12 0, so that the transaction shows more than 33% net profit, or more than 50% on the turnover. Only one Cabinet (which is of a lasting and permanent nature) can be supplied to each customer. The dimensions of the Cabinet are—height of front 15½ in., width of front 11½ in., breadth at top 5½ in., breadth at bottom 10 in. Send us your order To-night and the Cabinet with your stock of 'Auroral' Dyes will be sent immediately.

A Swansea chemist writes:—"Very pleased with Cabinet. The firm that puts up its dyes in such a manner that it makes for quick serving deserves the business."

ALL CASES AND CONTAINERS FREE.

### WHITAKER & CO., Dye Specialists for Chemists, KENDAL

Telegrams: "Dullette, Kendal."

Established 1878.

Telephone: 214.

London Office and Showrooms:

16-18 BEAK STREET, REGENT STREET, W.1

Telephone: Regent 3825.

#### 'LUTON' STRAW HAT DYES.

The outcome of 50 years' accumulated experience in the manufacture of household dyes. This series comprises all colours and is in demand practically all the year round. They are all highly efficient dyes, and appeal to every woman on economical as well as fashionable grounds. Supplied in dull or glossy series.

#### AURORAL COLD WATER DYES.

Just the thing for Dance Frocks and Dainty Lingerie.

Good trade should be done in this line now by recommending it for this purpose to your customers. Recognised as the finest cold water dyes in the world for delicate and costly fabrics. Good results obtained even at the first trial. A certain seller.

#### 'LUTON' HOT-WATER FABRIC DYES

The best hot-water dyes for all materials, giving perfect results with the minimum of trouble. As with all other Whitaker products, they show a good profit.

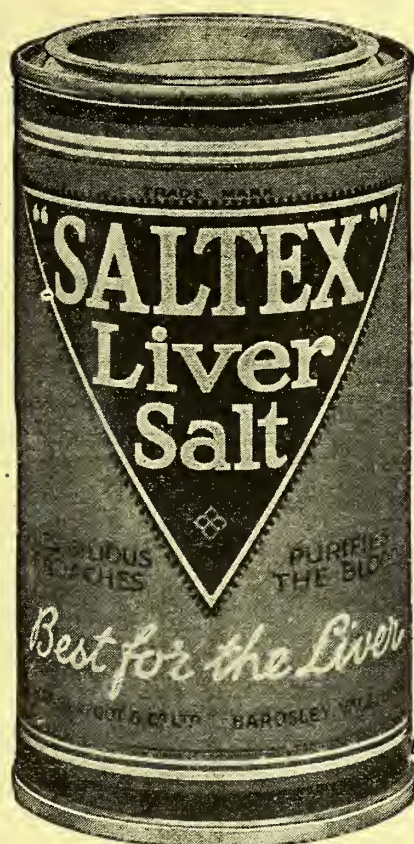
#### VELT The New Cleaner.

A cleansing preparation for removing stains, grease, dirt, etc., from clothing, upholstery, curtains, etc., and renovating them. VELT is a non-inflammable liquid and is supplied in screw tins, of which three dozens are contained in an attractive outer. A new Whitaker product, but nevertheless one which is already selling well. It is now available in 5-oz., 10-oz. & 20-oz. tins for the convenience of bigger users.



# THE Liver Salt

## for the Pharmacy



"LIVER SALT" is included all too frequently in the weekly grocery order. A trade built up by Chemists is passing largely into other hands. Educate the public to the advantages of "Saltex," the pharmaceutical Liver Salt—not obtainable from all and sundry but from YOU. Customers will appreciate the large 9d. tin, the attractive "get up" and the Chemists' quality of "Saltex." Write for specimen tin and bonus terms

THOMAS KERFOOT & CO LTD  
BARDSELEY VALE, LANCASHIRE,  
& Bardsley House, London, N.1  
ESTABLISHED 1797.

B/847

COPYRIGHT



★

*Extract from:*  
**THE PHARMACEUTICAL JOURNAL**  
*July 10, 1926.*

**AUSTRALIAN SANDALWOOD OIL.**—"Some correspondence has shown that this description of sandalwood oil derived from the wood of *Fusanus spicatus* is very largely used medicinally in Australia and other countries. The Committee are of opinion that a monograph on this oil might be inserted in the British Pharmaceutical Codex, so that oil of the quality required by the characters and tests could be ordered for use in Australia and wherever the appropriate authorities considered this variety of oil could usefully replace the more expensive kind obtained from *Santalum album*."

**"PLAIMAIR"**  
**SANDALWOOD OIL**

has always conformed to the Characters  
 and Tests referred to above.

*Distilled by*  
**PLAIMAR LTD.**

Perth, West Australia, from West Australian Sandalwood.

Samples, Price and analysis may be obtained from the European Agents, **MAXWELL, PLAISTOWE & CO., LTD.**  
 8 Old Jewry, London, E.C.2. Telephone: Central 5859. Cables: "Azucena, London."

Paris: Etablissements Plaistowe, 11 bis, Rue Volney.

★

"Old Common Sense"



An illustration from

**"The Treasure Cave"**

Don't disappoint customers who ask for a copy of this children's booklet when they buy Calvert's Carbolic Tooth Powder.

If your supply is exhausted please apply for more to **F. C. CALVERT & CO., P.O. Box 147, Manchester.**

**For 135 years**

Rowland's Macassar Oil has been a favourite dressing for the hair. It keeps the hair healthy, and prevents the encroachment of greyness and baldness.



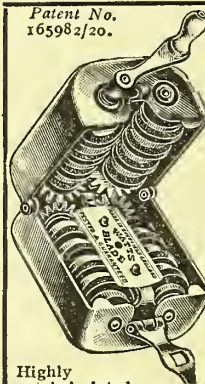
Of all Wholesalers,

Retail

**Rowland's** 3/6, 7/-  
**Macassar Oil** & 10/6  
 P.A.T.A.

A. ROWLAND & SONS, Ltd., 112 Guilford St., London, W.C.1  
 RMST

Patent No.  
 165982/20.



Highly  
 nickel-plated.

A REMARKABLE BRITISH INVENTION

THE

**"SPIRO"**

**SAFETY RAZOR BLADE SHARPENER**

Every user of the "Watts" Safety Razor Blades is a potential purchaser.

— STRONG AND SIMPLE —

No troublesome fixing. Drop blade on two pegs, close box, turn handle and — get a super-keen blade in a moment. —

Retails at 21/- each.

Suitable for any Gillette Type or  
 Watts Auto Strop Type Blades.

Allowing 50% profit on cost for the dealer.

Sole Manufacturer:

**JOHN WATTS, Lambert Works, SHEFFIELD.**

London Office & Showroom:

**18 Soho Square, W.1. Phone: Gerrard 1306**





# Frozoclone

REGD.

## THE ORIGINAL SOLID EAU DE COLOGNE

IMITATED BUT NOT EQUALLED.  
FRAGRANT TO THE LAST PARTICLE.  
IDEAL FOR TRAVELLING, AND FOR USE  
IN SICK ROOMS, THE THEATRE, &c.

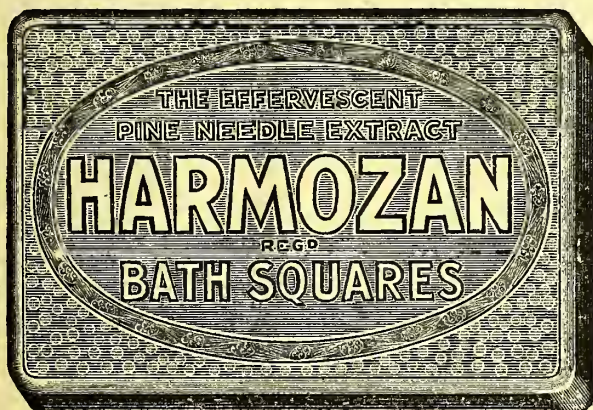
IN TWO SIZES— **3s. 6d. and 1s. 10d. P.A.T.A.**  
Per doz. 32/- Per doz. 16/-

ARTISTIC DISPLAY BOX FREE.

## Demuth's Solid Lavender

IN WEDGWOOD BLUE BOTTLES.

Sizes and Prices as "Frozoclone."



*An Elegant Pine Bath Home Treatment.*

### BATH SQUARES

PACKED IN TWO SIZES—12 AND 6 SQUARES—

**3s. 9d. and 2s. P.A.T.A.**

Per doz. 30/-

Per doz. 16/-



THE LUSCIOUS LAXATIVE.

**2s. 3d. P.A.T.A. Per doz. 21/-**



THE ELEGANT NAIL POLISH.

**1s. 9d. P.A.T.A. Per doz. 15/-**

## R. Demuth's Laboratories

68 SALUSBURY ROAD &  
MONTROSE AVENUE,  
LONDON - - - N.W.6



# AMERICA'S FAMOUS BEAUTY PREPARATIONS ARE HERE!

For a quarter of a century Luxuria Cold Cream and other Harriet Hubbard Ayer preparations have been famous throughout America.

Now--skilfully-designed whole page advertisements—Sketch, Tatler, Home Notes, Vogue, Good Housekeeping—are introducing 'Luxuria' to the best class of Englishwoman.

This Booklet—given to every woman customer who comes to your shop—brings her back, time after time, for other Harriet Hubbard Ayer preparations. STOCK THE FULL RANGE.

TERMS—30% discount if you deal direct with headquarters (Sefton-Dodge, Ltd., 150, Regent Street, London, W.1). 5% additional discount on all orders £5 nett and over. 1% additional discount on cash paid within 10 days. Carriage paid on orders over £2 gross. Harriet Hubbard Ayer Incorporated, London, Paris and New York.

# HARRIET HUBBARD AYER



NEARLY A MILLION  
WOMEN SEE THESE  
ADVERTISEMENTS  
EACH WEEK!



A BOOKLET FOR  
YOUR CUSTOMERS

INCORPORATED  
London, Paris,  
New York



SIR CHEMIST AND FRIENDS,

Respectfully do we make our bow to introduce to your Notice and Patronage our

# H.B.T. ASEPTIC TOILET and SHAVING SOAPS

FOR

## *Skin, Health & Healing—A Soap with an Individuality*

Yes. We know you have many such things, but—*these are different.*

It is not an ordinary Soap with a new imprint, but an entirely new Formula combining the expressed juices of living plants that have been proved to have nothing but a healthful effect upon the most sensitive skins and add to the health of the Body Tissues.

**H.B.T. ASEPTIC SOAP** had its inception in a large and busy Dispensary, where the harmful effects of many soaps on the skin and health of patients had been observed for years. After several years' careful consideration and research this Soap was introduced for the use of patients with the most beneficial results. The demand increasing and orders coming from many parts of the country, even from overseas, it was thought advisable to introduce it to the Trade, who would be able to supply the needs of local customers.

**H.B.T. ASEPTIC SOAP** contains no carbolic—no coal tar products—no ointments—no poisons. Its action is positive, stimulating the skin to a healthy activity. The minute skin cells and fibres, so easily broken down, are built up and take on a healthy texture which is maintained by daily use. As you are aware, where body tissues are in a healthy condition, disease germs cannot affect them.

**H.B.T. ASEPTIC SOAP** is a perfectly milled soap and most economical. Its users comment happily on its long lasting quality.

**H.B.T. ASEPTIC SOAP** is the Ideal Soap for every Toilet purpose and for every Type of Skin—for the Complexion—the Bath—as a Hair Shampoo, leaving the hair soft and fine—as a Dentifrice, maintaining the Teeth and Gums and Mouth in a healthy condition—and for Their Majesties, The Babies, however young.

**H.B.T. ASEPTIC SOAP** has already won high commendations from those who had tried many of the costliest soaps but failed to find one to so completely suit the sensitive skin, while its velvety smoothness and the refreshing sense of cleanliness it imparts have delighted its users.

**H.B.T. ASEPTIC SOAP** is specially valuable as a wash in skin conditions that are often irritated by ordinary soaps.

Now, Sir Chemist and Friends,—In conclusion we affirm that in offering for sale and recommending **H.B.T. ASEPTIC SOAP** you are selling a Soap that was, and is, made with a view to outstanding quality—the first and last consideration being its actual value to the user. If exceptional excellence has any appeal to the people, then this SOAP has a successful future before it.

*Truthful Advertisement and Faithful Quality* form a happy Unity. Advertising may bring Customers—only *Quality* will retain them. What our Advertising obtains—our *Quality* retains.

**H.B.T. ASEPTIC SHAVING SOAP** has been specially prepared in response to a demand from those who were delighted with the Toilet Soap. It is not the *quantity* but the *quality* of the Lather that tells, and this SOAP gives just that full and fine lather that effectively prepares the way for the keen razor edge and a close, rapid and comfortable shave. Its aseptic qualities exert a soothing effect on the skin without any after soreness and transform what frequently was a dread into a positive pleasure.

Our terms to you are 25% *nett.* Carriage paid in Great Britain and North Ireland on orders of £3 or over. An extra 5% may be deducted if sending cash with order. Try the following small parcel—you will soon need more :—

12 Boxes H.B.T. ASEPTIC TOILET SOAP—3 tablets.	Retail 2s. 3d.	1	7	0
36 Tablets—in Wooden Box—Singles.	Retail 9d.	1	7	0
36 H.B.T. ASEPTIC SHAVING SOAP.	—Retail 1s.	1	16	0

*Special offer for £3—Cash with order.*

£4 10 0

One parcel only to each client. Repeat orders at ordinary rates.

Note the British Commercial Monomark on each Tablet—BCM/HBT.

**HUNTER BEATTIE, Monteith Row, GLASGOW, S.E.**





## MORE POPULAR THAN EVER

Anzora is more popular than ever amongst men who take a pride in their appearance because of its unfailing mastery of the hair. The demand is based on **QUALITY** of **GOODS** and **EXTENSIVE ADVERTISING**. If you are not stocking you're losing money. Order a supply at once and reap your share of the profits.

**ANZORA**  
*Masters the Hair!*

**ORDER A SUPPLY FROM  
YOUR WHOLESALER TO-DAY**

### TRADE TERMS:

12/- doz.,  
retail at 18/- doz.;

20/- doz.,  
retail at 30/-

**A SUPPLY OF  
ATTRACTIVE SHOW-  
CARDS and CUTOUTS  
sent POST FREE.**



If unable to obtain from your wholesaler write to Anzora  
Perfumery Co., Ltd., Willesden Lane, London, N.W.6

## DEARBORN (1923) LTD.

37 Gray's Inn Road, London, W.C.1

### Toilet Specialties.

	Price per doz. to Retailer	Selling Price P.A.T.A
<b>PILENTA SOAP</b> .. ..	10/-	1/-
A complexion soap.		
<b>PROLACTUM</b> .. ..	10/-	1/-
For the lips.		
<b>PARSIDIUM JELLY</b> .. ..	10/-	1/-
For wrinkles.		
<b>ALLACITE OF ORANGE BLOSSOM</b> .. ..	22/6	2/6
A dressing cream.		
<b>BORANIUM</b> .. ..	22/6	2/6
A hair tonic.		
<b>CLEMINITE</b> .. ..	22/6	2/6
For a face lotion.		
<b>COLLIANDUM</b> .. ..	22/6	2/6
For a face tint.		
<b>PERGOL</b> .. ..	22/6	2/6
A deodorant.		
<b>TEKKO PASTE</b> .. ..	22/6	2/6
Camphor cream.		
<b>STALLAX</b> .. ..	13/6	1/6
For a shampoo.		
<b>JETTALINE</b> .. ..	22/6	2/6
For clearing the skin.		
<b>PHEMINOL</b> .. ..	36/-	4/-
A depilatory.		
<b>MENNALINE</b> .. ..	36/-	4/-
For the eyelashes.		
<b>MERCOLIZED WAX</b> .. ..	18/-	2/-
A face cream.		
<b>STYMOL</b> .. ..	31/6	3/6
For oily complexions and blackheads.		
<b>SILMERINE</b> .. ..	22/6	2/6
Hair-curling fluid.		
<b>BARSYDE</b> .. ..	22/6	2/6
Dandruff eradicator.		
<b>TAMMALITE</b> .. ..	22/6	2/6
For grey and faded hair.		
<b>LIQUID PERGOL</b> .. ..	31/6	3/6
To check excessive perspiration locally.		
<b>BICROLIUM</b> .. ..	22/6	2/6
For whitening the hands.		
<b>COCONOIDS</b> .. ..	31/6	3/6
For figure development.		
<b>SIPOLITE</b> .. ..	18/-	2/-
A new depilatory.		

### The Products of

**Messrs. PARKER, BELMONT & CO.**

<b>CLYNOL BERRIES</b> .. ..	36/-	4/-
For obesity.		
<b>SOFT PALERIUM</b> .. ..	58/6	6/6
For wrinkles.		
<b>LIQUID NAIL POLISH</b> .. ..	45/-	5/-
Brilliant and lasting.		

Stocked by ALL Wholesale Houses.

### FOREIGN AND COLONIAL DEPOTS AND AGENCIES.

South Africa: LENNON, LTD., Cape Town, etc.  
SIVE BROS. & KARNOVSKY, LTD., Johannesburg.  
India: FRAMJEE & SON, Bombay.  
A. L. CHOUDRY, Calcutta.  
New Zealand: SHARLAND & CO., Auckland and Wellington.  
Holland: N. V. v/h HENRI SANDERS, Amsterdam.  
Denmark: KARL SCHULTZ & CO., Copenhagen.  
Sweden: ENEQUIST HOLME & CO., A/B, Stockholm.  
Irish Free State: MAY, ROBERTS & CO., LTD., Dublin.



# Our next "Daily Mail" Page

appears on THURSDAY, March the 15<sup>th</sup>



Send  
a post card **NOW!**

—not just a spasmodic effort—but part of the regular Pepsodent advertising scheme.

We keep faith with the retailer on advertising. Year in, year out, since 1920, Pepsodent publicity has been regular, continuous, intensive. At the beginning of 1928 we said "MORE ADVERTISING." We are doing more advertising—and it's going to continue.

We mention the "Daily Mail" here particularly, because of its large circulation and national distribution—as you know it is an excellent merchandising aid. But all the time we are using the best papers' throughout the country, running pages,  $\frac{3}{4}$  pages,  $\frac{1}{2}$  pages, as well as our regular ads. **THIS IS GOING TO CONTINUE.**

The Pepsodent story will appear

**350,000,000 Times**

throughout the year—will go into every home at least once a week.

Look to your stocks—see that they are right for this page.

Send a post card for proof of the page advertisement—reproduced here—and a window display. Show them. Make sure that readers of Pepsodent advertising come to YOU to buy.

T.P.6

**WRITE NOW!**

Send a post card to

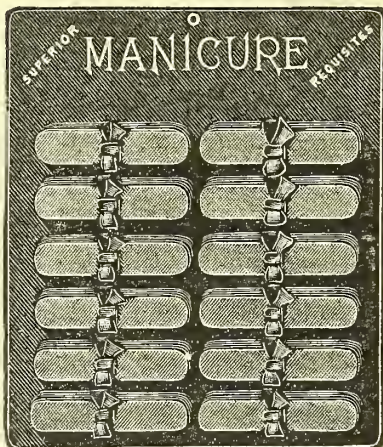
**The PEPSODENT CO.,**  
42 Southwark Bridge Road, S.E.1

for a proof of "Daily Mail" ad. and new Window Display.



## "Buying Foreign" is not necessary

*We can meet competitively all Druggists'  
Sundriesmen's requirements*



IN  
MANICURE  
GOODS,  
ORANGE  
STICKS, &c.

Carded  
& Boxed

Wholesale  
and Export  
Only.

Send your  
enquiries  
now to the  
English  
makers—

### ROBERT LEE

14 Calverley Grove,  
Upper Holloway,  
London, N.19

Telephone: Mountview 7811



## Armand TOILET AIDS

Are Constant Profit Makers

We give a bonus of 3 with every full dozen—

On Every Order, Always,  
a constant all the year round profit  
of 9/6 in the £1.

Regular advertising and sampling is popular-  
ising ARMAND and rapidly increasing  
consumer demand.

By regular display and recommendation you  
can link up with the demand and reap your share  
of the exceptional profit on ARMAND sales.

FLORIAN & ARMAND, Ltd.  
Queensway, Ponders End, Middlesex.

## Have You a Stock of

# "ALENTA"?

Repd.  
HAIR CREAM

Our Advertising Campaign is now in full  
swing, and during the next three months our  
Advertisements will be read by over 36,000,000.

## "Alenta" Hair Cream

RETAILS—

1/6 & 2/6 PER BOTTLE.

WHOLESALE—

12/- & 20/- PER DOZ.

Stocked by Messrs. Butler & Crispe, Edwards & Son,  
Hovenden's, May Roberts, Sangers, W. Sutton & Co., and  
the usual Wholesale Houses.

Drop us a Post Card for particulars of our special Intro-  
ductory Offer showing 98% Profit for your Co-operation.

**EVERY SALE IS GUARANTEED.**

**PHILLI-MIRANO (1926) LTD.**  
EARLSFIELD, LONDON, S.W.18.

YOU SHOULD STOCK

### "AMO"

THE NEW SMOOTH SHAVING

### BLADES

8/- Gross

Post Paid.

*The Blade that is  
Guaranteed to Shave.*  
INTRODUCTORY BONUS.

3 doz. Blades free with each Gross.  
AVAILABLE TO JUNE 1, 1928.

**L. FRANKENBERG,**

125, HOUNDSDITCH, LONDON, E.1.

Money  
refunded  
if not satisfactory.  
Send for Free  
Testing Sample.

Telephone No.:  
AVENUE 8846.

Telegrams:  
UZE CARNOS Ald. London.

## GILLETTE BLADES

NET CASH

**EVER READY** 5's and 10's  
Packets  
26/6 per Box.

**VALET** 1 Box at 36/-  
3 bxs. 5's at 34/3  
For Razors and ACCESSORIES  
send for Special List.

**MYATT** 16/8 per Box.

**ECLIPSE BLADES** 21/9 Box

**TWINPLEX STROPPERS**, 12/6 Models 8/9; 21/- Models 14/9

**STAMBOIS STROPPERS**, for Gillette, Auto & Ever Ready, 21/- doz.

All Prices Nett.

Post Paid.

Send for Price List

27/9 27/3 26/10  
per box 10 box lots 50 box lots

**DARWIN** For Gillette, Valet,  
and Ever Ready.  
29/3 per Box.

3/- for 10 pkt., 1/6 for 5 pkt.  
**SOUPLEX** Gillette type  
19/- per Box, 17/- 10 Box lots.

**WANIE** or **NEISO**  
10/6 per Box.

35/- **ROLLS RAZOR** 26/3

Also at LEEDS, GLASGOW, DUBLIN and BELFAST




# Puffs

WHOLESALE AND

EXPORT ONLY

EVERY VARIETY OF

## FANCY FIGURE, FLORAL HANDKERCHIEF WOOL & VELOUR

*Our Latest  
Novelty* 



*We can also quote you rock-bottom prices for  
Flesh Gloves.*

**WILLIAMSON BROS. LTD.**  
**Southwark Bridge Road, S.E.1**

*Telephone : Hop. 3419.*

# The two incomparable French perfumes



## Ashes of Roses

The sales of this entrancing perfume and all the exquisite toilet preparations in the series still continue to break records. Without doubt this is largely due to the consistently high standard of our advertising. Our policy of large spaces, bold yet beautiful pictorial treatment, and the use of media with a strong feminine appeal and big circulations has proved eminently successful.

*Make a window display and focus all the accumulative effect of this publicity on your pharmacy.*

*Bourjois*  
PARIS

WRITE FOR PARTICULARS OF EASTER

A. BOURJOIS ET CIE, LTD., 4 WATER LANE, LONDON, E.C.4



and how they are presented to the public



## Ashes of Violets

The genius of the French Perfumer is once more apparent in this delightful interpretation of the favourite Spring flower. An ever increasing public is responding to the fascination of "Ashes of Violets" and the well-planned advertising. The above impelling advertisements are now appearing in national and provincial newspapers representing a total circulation of over 3½ millions. Take advantage of the demand we are creating—

Make sure of your "Ashes of Violets" stocks to-day and be ready to meet the demand.

*Bourjois*  
PARIS

BONUS & "SPECIALISED DISPLAY" SCHEME

PARIS

NEW YORK

SYDNEY

WELLINGTON

B B \*



# HOUBIGANT

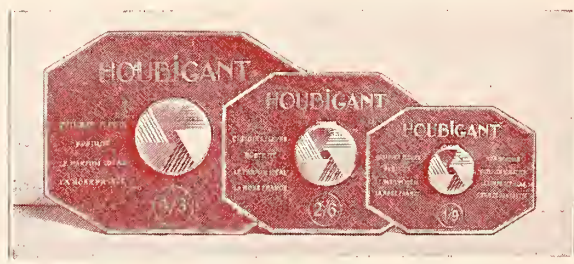
PARIS  
Maker of perfumes since 1775



## NEW IMPROVED FLAT MODEL

Compacts and Refills, Powder and Rouge

*Write for  
this attractive Showcard*



In three sizes to retail at 1/9, 2/6 and 4/3. In Quelques Fleurs and all other popular perfumes; and in seven shades.



## CHERAMY

The "Parfumeur" of Paris

BATH SOAP

EAU DE COLOGNE

To retail at 10d. per cake.

In display boxes of twelve.

SOAP EAU DE COLOGNE  
VISITOR'S SIZE

In display boxes of 36, nett 3/-

Parfumeries de Paris, Ltd.

Larden Road,

Acton - - London, W.3



# Our Publicity Reaches TEN MILLION People Weekly !



## CRÈME MOUSON

In Tubes, 7½d. & 1/- In Pots, 1/3 & 2/-

**B**Y quarter-page advertisements in newspapers of proved pulling power we are in weekly touch with some ten million people all over the country, the larger proportion women, and consequently potential users of CRÈME MOUSON. The phenomenal response to our free trial offer which accompanies every advertisement and the rapid increase of sales inspired thereby clearly proves that CRÈME MOUSON has outstanding merit and is going to be as popular in this country as on the Continent, where for nearly 130 years the name of Mouson has been a household word. Continental sales are still increasing, the total for last year being more than thirty million.

CRÈME MOUSON, in short, has come to stay. Combining all the essentials of a good face cream with certain qualities peculiar to itself, it stands above the average and is absolutely reliable, always. The Chemist need have no fear of depreciation of stock through shrinkage, etc., since CRÈME MOUSON will keep indefinitely, even if exposed to the air.

CRÈME MOUSON advertisements appear as regular quarter- and half-pages in the "SUNDAY GRAPHIC," "DAILY MIRROR" and "DAILY SKETCH," and throughout the whole range of high-class women's papers with their specialised feminine appeal.

And last, but not least, IT PAYS TO SELL CRÈME MOUSON. The terms are as remarkable as the product, i.e., 33⅓% and 10% and 2½% on the net parcel of £2, free case, carriage paid.

*Send for Price List to Sole Importer :*

# W. H. THOMAS

Charterhouse Chambers - London, E.C.1

Telephone :  
Clerkenwell 5207.

Telegrams :  
Cremouson, Barb, London.



← WITH  
THIS

GIVE  
THIS →  
**FREE GIFT**



**TO YOUR  
LADY CUSTOMERS.**

*We include with every order for one dozen Dhaussy Powder Boxes a free gift of one dozen Gillette "Milady Decollette" Safety Razor Sets.*

## Dhaussy Powder Boxes

Can be filled with any make of loose powder.  
Fitted with sifter. Box airtight. Far superior  
to any form of compact.

**Retail 3/- each.**

**Trade - 25/- doz.**

**and 1 doz. Free Razor Sets**

SEND YOUR ORDERS TO-DAY TO YOUR USUAL WHOLESALER OR DIRECT TO

**DHAUSSY PATENT POWDER BOX CO., LTD.**

**66 HATTON GARDEN, LONDON, E.C.1**

Phone:  
Holborn 1182.



KNOWN THE WORLD OVER

1-9 boxes 27/9 per box.  
10-49 boxes 27/3  
50 boxes and upwards 26/10 per box.

FULLY ILLUSTRATED LIST FOR A  
RANGE OF RAZORS ON APPLICATION.

## DARWIN BLADES.

TO FIT GILLETTE, VALET-AUTO,  
EVER READY. 29/3. per box.

## TUCKMAR RAZORS.

ROLLS RAZORS, 26/3 (35/- model.)

## VALET BLADES 36/- box.

3 Box Lots	72 Packets.	34/3 box
2/6 Valet	99 Razors.	22/- "
"	3 doz. lots.	20/6 "
7/6 "	55 Razors.	5/- each.
21/- "	1 or 50	14/- "
2/6 "	Strops, 20/- doz.	1/- Strops, 8/-.

FULLY ILLUSTRATED LIST AVAILABLE.

CLEMAK	}	..	..	1/8 per packet.
7 O'CLOCK		..	..	16/8 per box.
MYATT	..	..	..	10/6 "
WANIE	..	..	..	19/- "
SOUPLEX (English)	..	..	..	8/6 "
SPIKUSON	..	..	..	9/6 "
NIESO	..	..	..	

EVER READY BLADES, in 6's, 32/- gross.  
" " " in 5's, 26/6 "

SPECIAL OFFER OF EVER READY 6/-  
RAZOR in High Nickel Case; in Ivorine Case;  
in Cabinet wood,  
Complete with 5 Blades, 24/- doz.

ALCO 0000 CLIPPERS .. 26/- per doz.

PEARL PROPHYLACTIC TOOTH BRUSHES  
8/6 per doz.

GOOD LINE SHAVING BRUSHES. (French)  
8/- per doz.

THE YVETT SUPERIOR STROPPER  
18/6 per doz.

Coty's, Yardley's, Piver, Tokalon, Colgate's,  
Veet, in stock at usual current discounts.

ABOVE PRICES NETT. Orders sent the same day as received.

**DHAUSSY POWDER BOXES WITH FREE RAZORS, 25/- doz.**

**ALFRED FRANKS & CO., 12 Bartlett's Buildings, LONDON, E.C.4**





*Piesse & Lubin* announce a  
NEW CREATION  
**"Intrigue"**

FRAGRANT

Perfumes  
in  
2¼ dram,  
½ oz., 1 oz.

Face  
Powders

Compacts

Talcum  
Powder

ORIGINAL AND  
STRIKING  
PACKING

ALLURING

Lip-stick

Toilet

Soap

Bath

Crystals

Bath

Tablets

Coffrets

Creams

FAVOURABLE  
EXPORT  
TERMS



Piesse & Lubin have always given their friends  
in the Trade generous terms, and on this series  
they offer terms, even more advantageous.

*Piesse & Lubin, Ltd.*

(Parfumeurs since 1838.)

169-173 REGENT STREET, LONDON

W.1.



WE WANT TO INTEREST YOU STILL FURTHER IN THE FOLLOWING, which we have been *SHOWING SO SUCCESSFULLY* at the **BRITISH INDUSTRIES FAIR.**

OUR SHOW ROOM IS ALWAYS OPEN

## The "Fursac" WOOL Puff



in its entirely NOVEL and WONDERFUL display Carton in Colours. We have been selling "Fursacs" with Fur Puffs. Now we offer with WOOL Puffs at attractive lower prices.

Three sizes in Fine Persian Leather and one in "Vanity" Brocade for evening wear.

	WOOL.	FUR.
	P.A.T.A. doz.	P.A.T.A. doz.
Midget	2/- 16/-	2/6 20/-
Standard	2/6 20/-	3/6 28/-
De Luxe	3/6 28/-	5/- 40/-
Vanity	3/6 28/-	4/6 36/-



Every woman loves these beautiful and practical "FURSAC" PUFFS, which will carry so safely the powder she prefers.

## "NERISSA JASMIN" <sup>REGD</sup>

COMPACT POWDER.

By far the most beautiful TWO INCH Golden Compact yet offered.

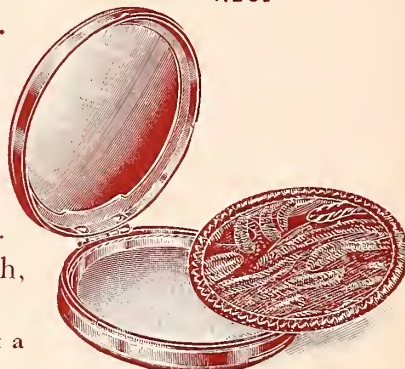


Shortly on the  
P.A.T.A. List

At 1/9, 14/- doz.

Refills 9d. each,  
6/- doz.

By common consent a  
Lovely Thing.



Complete with Daintily Perfumed Powder in Aluminium Tray, Diminishing Mirror in Lid, and Brocade Puff to match the top of box. Every one different in design. All exquisite.

Each in Wedgwood Blue Display Carton.

Try a sample through your wholesale house, and order also a 2 doz. Carton of "Watersprite" Knitted Face Cloths. We guarantee that you will be pleased with each of these purchases.

# SOLPORT

## BROTHERS LIMITED

184-190 GOSWELL ROAD, LONDON, E.C.1



# SYNTHETIC OTTOS

("Zinyl" Brand Regd.)

**"MYSOTYL"** (Trade Mark) **12/6 oz.**

A new and delightful oriental type of perfume, intensely powerful, "MYSOTYL" is also a powerful fixative for other perfumes and **one part to 250 parts** of Vanishing Cream, Face Powder, Foot Powder, etc., is ample.

	PER OZ.		PER OZ.
*CARNATION	7/6	OPOPONAX	7/6
CHYPRE	8/6	*ORANGE BLOSSOM	8/6
ESS BOUQUET	7/6	*ORIENTAL OTTO	12/6
GERANIUM	5/-	A heavy Eastern type. A beautiful product, absolutely reminiscent of the Far East.	
HELIOTROPE	7/6	*PINK	7/6
HONEYSUCKLE	7/6	ROSE ("Zinyl" Brand)	13/6
HYACINTH	7/6	Almost indistinguishable from genuine Otto.	
JASMIN	8/6	ROSE RED	12/-
JOCKEY CLUB	7/6	Red Rose of Provence.	
LAVENDER	5/-	ROSE WHITE	13/6
LILAC	7/6	SWEET PEA	7/6
LILY OF THE VALLEY	8/6	SYRINGA	7/6
MILLEFLEUR	7/6	VIOLET	10/-
NARCISSUS	8/6	VIOLET de PARME	12/6
*NEROLI	8/6	WALLFLOWER	7/6
NEW MOWN HAY	7/6	YLANG YLANG	7/6

**\*NIGHT SCENTED STOCK 12/6 oz.**

**Concentrated Essence of EAU de COLOGNE**



2 to 4 ounces added to one gallon of spirit 30 over proof makes a splendid perfume for which a prize medal was awarded. **3/6 oz.**

## H. E. STEVENSON & CO.

122 Great Suffolk Street, LONDON, S.E.1

\* These Ottos are extra strong.

CANNES-GRASSE  
PARIS  
LEIPSIG

NEW YORK  
KINGSTON, ONT.  
LONDON

# SPURWAY'S FRENCH PERFUMERY NOVELTIES



## *Amulettes d'Angkor*

A small reproduction in stone of a Chinese idol in Ivory or Bronze finish, with two receptacles for incense sticks. In Box with 1 dozen sticks of incense.

12/- per doz.

## *Statuettes*

*for Window Display or for Boudoir Ornaments.*

Beautifully modelled and in good taste. Various dainty silk costumes. Detachable arms.

12s. 6d. each.



## *Bracelet Watch Poudriers*

Perfect reproductions of Bracelet Watches in best quality jeweller's gilt. Contain small puff and mirror. Ideal for Evening Dress. Assorted designs.

6s. 0d. each.

## *Non-inflammable Powder Bowls*

Free from stickiness. Marbled effects. Quite original and unique.

3s. 9d. to 11s. 0d. each.

POCKET SPRAYS, LIPSTICKS, POCKET COMBS, ANTISEPTIC PERFUME BURNERS, PUFFS

Write for Full List

# SPURWAY et Cie. Ltd.

## 89 Great Eastern Street

## London, E.C.2

Phone :  
Bishopsgate 1372

Wires :  
"Neroli, London."



CUSSONS'  
*"MISTS of the MOON"*  
 En Suite

OTHER  
 SPECIALITIES  
 IN THE  
 SERIES

Perfume  
 Face Creams  
 Talcums  
 Bath Crystals  
 Face Powders  
 Compacts  
 Toilet Soaps  
 Skin Cream  
 Coffrets

SEND FOR SPECIAL  
 EXPORT LIST OF THIS  
 AND MANY OTHER  
 ATTRACTIVE LINES.

The latest addition

SHAMPOO  
 POWDERS



5 VARIETIES

Henna, Camomile, Pine,  
 Cocoanut Oil, Palm and Olive.

*The same unique colour scheme—Blue and Cream—is followed throughout the series, presenting a really distinctive appearance which is bound to catch the eye of your customers.*

*The Perfume itself is a fascinating one—in fact, "Mists of the Moon" toilet adjuncts are in a class by themselves.*

CUSSONS

Kersal Vale Works  
 MANCHESTER

## TOILET PREPARATIONS

UNEQUALLED FOR VALUE IN  
BRILLIANTINES, DRY SHAMPOOS,  
LOTIONS, FACE CREAMS, ETC.

### JULES FRÈRES LIME CREAM AND GLYCERINE

THE BEST LINE EVER OFFERED TO THE TRADE

#### CAMEO SERIES



EQUALLY SATISFACTORY  
IN THE HOTTEST OR  
COLDEST CLIMATE

#### PRICES :

3 oz. Bottles	-	3/9	per doz
4 oz.     ,,	-	4/3	,,     ,,
6 oz.     ,,	-	5/6	,,     ,,
8 oz.     ,,	-	6/6	,,     ,,

SEND FOR  
ILLUSTRATED CATALOGUE

#### ECINOS SERIES



## JULES FRÈRES LTD.

(Sole Agents: P. H. GALLOWAY, LTD)

WALWORTH ROAD, LONDON, S.E.17



# MIDGLEY'S

*for* TOILET SOAPS *of*  
QUALITY and DISTINCTION

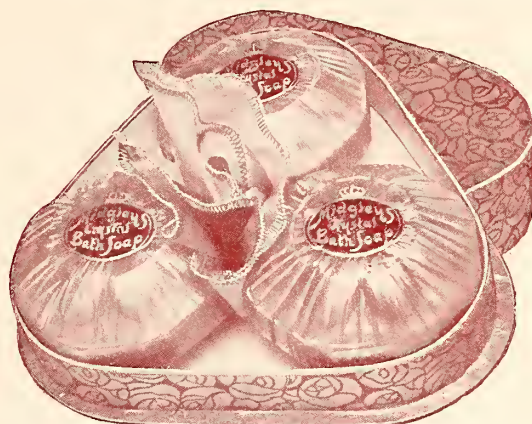


Fig. 152/3 HX—3 Tablets Midgley's Crystal Bath Soap with dainty Silk Handkerchief of latest jazz design.

*The above is an illustration of one of our newest lines—we have many equally artistic combinations. An illustrated list giving details will be sent on request.*

We have made a special study of supplying, at strictly competitive prices, Toilet Soaps of Quality, suitable for all overseas markets. We believe in using edible fats in their manufacture—hence their exceptional purity. The odours reflect the present-day demand. Midgley's Soaps represent the truest value obtainable.

## CHARLES MIDGLEY LIMITED

Associated with Evans Sons Lescher & Webb, Ltd.

325 CITY ROAD - - MANCHESTER

# BIG PROFITS ON PARFUMS ARYS



Here's a line of perfumes and powders that sell quickly and bring you generous returns! FRENCH POWDERS and PERFUMES, beautifully packed in distinctive boxes and bottles! Choicely perfumed! ARYS Perfumes and Powders are sold at enforced retail prices which bring you a good profit, and yet ensure quick sales.

## LIBERAL TRADE TERMS

PERFUMES in sizes varying from bag size retailing at 1/-, to large bottles retailing at 90/-, and in the following perfumes: "Ambre Vermeil," "Un Jour Viendra," "L'Amour dans le Cœur," "Fox Trot," "Secret d'Arys," "Le Chypre," and "Un Jardin La Nuit."

FACE POWDERS, in presentation boxes at 1/- and 2/6, in all the above perfumes and in the following shades: White, Flesh, Ochre, Rachel Clair, Rachel Fonce, Rose Natural and Rose for Brunettes. Also "UN JARDIN LA NUIT" in the same shades, beautifully packed in Pagoda-shaped box in Red or Black Lacquer and retailing at 4/-.

## Packed to Attract Arys Perfumes & Powders

are put up in the most attractive bottles and boxes that draw every eye and add to the attractive value of your windows and counters.

ARYS Perfumes and Powders will shortly be advertised in the National press and in women's magazines. Get your stocks in now!

**SEND NOW FOR  
SPRING PRICE LIST**  
**DORIAN AGENCIES CO.**



ARYS  
perfumers  
to the  
Royal House  
of Spain.

Kent House, 87 Regent Street,  
London, W.1.

Telephone: Gerrard 9817.



ARYS  
perfumers  
to Her Majesty  
the Queen of  
Norway.

# ADVERTISING THAT STANDS OUT.

## OUR NEXT SERIES OF COLOUR PAGES MARCH 31st

Will interest particularly those  
Advertisers and Subscribers who  
make a speciality of

## AGRI- HORTICULTURAL PREPARATIONS

WEED KILLERS, FERTILIZERS  
VERMIN EXTERMINATORS, etc.

SPECIMEN COPIES, SUBSCRIP-  
TION RATES & ADVERTISEMENT  
TARIFF FROM  
THE PUBLISHER

HEAD OFFICES:  
42 CANNON STREET  
LONDON, E.C.4

BRANCHES:  
MANCHESTER  
GLASGOW SHEFFIELD





This unique showcard in seven colours is supplied free with every order. Actual size 9½ x 6.

**44% PROFIT**

ON SELLING PRICE

**Poppœa LIPSTICK**

An absolutely pure lipstick of the highest quality. Sold in four attractive tints Dark Red, Medium Red, Cerise and Tango, in attractive gilt container.

Wholesale price - - 12/- doz.

**SPECIAL OFFER DURING MARCH**

**10/-** per dozen RETAILS at 1/6 carriage paid. PROFIT 44%

Your customers will be asking for "Poppœa" Lipstick. It will be featured in all our advertising. Write at once and take advantage of our special offer.

SOLE MANUFACTURERS

**PAPIER POUDRÉ, LTD.**

46 BAKER STREET, W.1.

# PACKED LINES IN TOILET AND PERFUMERY GOODS

*Special Terms  
for Export*

PERFUMES :: ESSENCES  
POT POURRI.

"SANTOZONE" TOILET AIDS

"MAINTENON"  
CREME & POUDRE

"MITCHOLA"  
LAVENDER WATER

**Lorimer - Marshall  
LIMITED**

**12 Tower Hill  
London, E.C.3**



## *Let the appearance spell intrinsic value*

The more attractive your goods the better they will sell, naturally. Let their appearance spell intrinsic value and reap the benefit of bigger sales and accordingly bigger profits.

The "Viskap" gives that final touch of attractive completeness to bottled goods that makes the package "pay its way," especially in medical and toilet products. The "Viskap" placed over the bottle-neck wet, dries with an elegant finish and assumes the shape of any particular cork, fancy stopper or sprinkler.

Make your bottles look better with

# VISKAP

## HERMETIC SELF-FIXING BOTTLE CAPS

The "Viskap" provides an inexpensive method of capping; it is simplicity in itself to put on, is a perfect hermetic seal that is grease-proof, spirit-tight and absolutely odourless.

"VISKAP" IS  
BRITISH TO THE  
BACKBONE.

Obtainable in white and all colours, either opaque or transparent.

THE VISCOSE  
DEVELOPMENT CO.,  
LTD.,  
Woldham Road,  
BROMLEY — KENT



'CAPS THE  
LOT'



# Easter Persuasion!



**23,063  
GIFT BOX**  
with  
2 white Soap Eggs,  
watch-shaped Vinolia  
Eau de Cologne and  
2 miniature chicks.

A display of these delightful  
Vinolia Easter lines will  
make customers gladly dip a  
lot deeper into their purses.



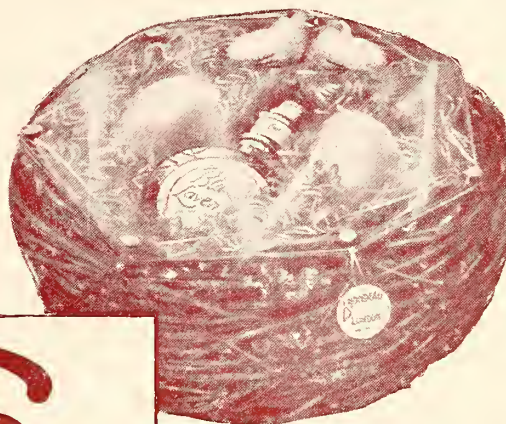
**23,049  
GIFT BOX**  
with  
6 Premier Eggs and  
2 miniature chicks.

**23,048  
CUP**

"Mother of Pearl,"  
iridescent finish,  
with large Soap Egg  
and miniature chick—  
transparent wrapped.



**23,062  
GILT EGG**  
with Premier Egg  
and miniature chick—  
transparent wrapped.



**22,307  
NEST**  
with 2 Soap Eggs, watch-  
shaped Blondeau  
Lavender Water and 2  
miniature chicks.

## Vinolia

FOR EASTER PACKS

Write now for special terms to  
VINOLIA CO. LTD., BEBINGTON, CHESHIRE

# TOILET SOAPS

*for EXPORT*

Guaranteed Highest Purity

## SPECIAL OFFERS

**KALKA**—an octagonal Soap having a very POWERFUL PERFUME and packed in dainty fancy boxes: 3-oz., 30/- gross; 6-oz., 60/- gross.

**No. 1 ROUND BATH.**—Perfumes of the finest quality only: 6-oz., superfatted, 66/- gross.

**OWN NAME** and other Soaps in a variety of SIZES and SHAPES.

ENQUIRIES INVITED

**R. F. WHITE & CO. Ltd.**

THE NON-COMBINE HOUSE  
VICTORIA STATION HOUSE  
LONDON, S.W.1

## GOOD SHOWCASES

WILL SELL YOUR  
**PERFUMERY and  
TOILET ARTICLES**

*Even the best Perfumery and most attractive Toilet Goods require the advantage of a good setting.*

GET IN TOUCH WITH

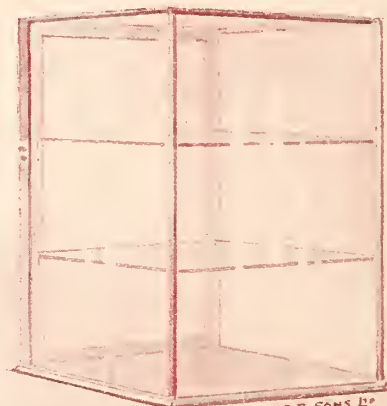
**PHILIP JOSEPHS & SONS Ltd.**

90 & 92 ST. JOHN STREET, CLERKENWELL  
LONDON, E.C.1.

"PHARMACY FITTERS for OVER A CENTURY."

### THE "Baby Silent Salesman"

(First designed by Philip Josephs & Sons, Ltd.)  
EXCELLENT DISPLAY & SELLING CAPACITY  
FOR COUNTER USE.



PHILIP JOSEPHS & SONS LTD.  
90-92 ST JOHN ST EC.1.

2ft. 6in. high × 1ft. 6in. wide × 1ft. 3in. deep.  
Solid mahogany or oak, and all new plate-glass—oak-lined bottom—fitted with 2 polished edged plate-glass shelves.

**£6 : 10 : 0**





### MON-E-DA SKIN FOOD

Invaluable for Men  
and Women.

	Per Doz.
4-OZ. -	10/6
6-OZ. -	15/-
8-OZ. -	18/-

"RENOMA" BATH  
CRYSTALS, Etc.

"MON-E-DA"  
LIQUID  
POWDER, Etc.

1812  
EAU-DE-COLOGNE

"NORMA'S"  
LAVENDER  
WATER

"NARADA" SCURF  
AND DANDRUFF  
LOTION

"RY-TONE" HAIR  
COLOUR  
RESTORER

## LINE OF DISTINCTION *That Sell at Sight*

### "RENOMA" Setting Lotion Outfit.

Indispensable to all Ladies.

Invaluable for retaining natural,  
Marcel and permanently waved hair  
in perfect condition.



Packed in assorted coloured boxes and  
various odours.

Contains bottle of Setting Lotion and  
DeVilbiss guaranteed spray.

Per dozen - - - - 42/-

Renoma Setting Lotion in bottles.

Per dozen - - - - 14/6



### MON-E-DA CLEANSING BEAUTY CREAM

Indispensable for the  
skin and complexion.

	Per Doz.
4-OZ. -	12/6
6-OZ. -	16/6
8-OZ. -	20/-

BRILLIANTINES

BAY RHUM

EAU-DE-QUININE

HAIR LOTIONS

HAIR CREAMS

FACE CREAMS

BATH CRYSTALS  
Etc.

In bulk and  
packed.

Telegrams :  
"Aerofume,  
Westcent, London."

Telephone :  
GERRARD 8097

## Walden, Walden & Co

Toilet Preparation Manufacturers

Manufacturers

of

15 GRAPE ST., NEW OXFORD ST.

LONDON, W.C.1

"Aerofume."



## 25 YEARS

have now elapsed since a few retail chemists met at a friendly gathering to start their new co-partnership plan under the trade-mark

# Rexall

They never in their wildest dreams imagined that the original Rexall membership of forty Chemists would eventually number over 10,000, or that by the year 1928 the sales of one item alone—Rexall Orderlies—would reach over two million packages per annum.

What is more remarkable is that with all the high pressure salesmanship and new ideas in business to-day, no change has become necessary in the policy laid down by the original Rexall Chemists in 1903.

On the occasion of our 25th Anniversary we acknowledge the wisdom of the Rexall founders and the loyal support of the thousands of Chemists who have made such a success of their Rexall Agencies.

If there is no Rexall Agency in your vicinity, and you would like to know something about Rexall and its progressive selling policy, write to :—

UNITED DRUG COMPANY LTD. NOTTINGHAM



# POTTER & CLARKE

Manufacturing  
Chemists

The Sign of  
The Winged Lion



Registered  
Trade Mark

Drugs LIMITED  
Merchants

*Of  
proved efficacy-*



*Look  
to your  
stocks*

POTTER'S CATARRH PASTILLES are of outstanding merit, and the public confirm this statement. They are again being widely advertised to an ever-growing consumer population all over the world, and the demand is keen. There is good business and good profit for YOU in this line.

P.A.T.A. 1/3. 11/- per doz.  
In Boxes of 1/2 Dozens.

Phones  
Bishopsgate  
1033, 1034, 1035

Potter and



Clarke Ltd.

Grams  
Horsehound,  
Phone, London

**60-64 ARTILLERY LANE, LONDON, E.1.**  
MANCHESTER: 24 Luna St., Gt. ANCOATS.



**ATTENTION ?****MYATT BLADES**

... ARE ...

**GETTING PLENTY**

The army of Myatt users is growing. The unique qualities of the Daymark Blade, backed by our extensive advertising, are bringing in recruits in fine style.

Myatt Blades are popular favourites and sell on sight.

Don't let this business pass your door. Stock Myatt Blades and display them. Ask your wholesaler to supply display material with your order.



**5 blades 1 1/3**  
LESS 33 1/3 %

showing a profit of

**50% ON COST.**

MADE IN ENGLAND.

**MYATT**

Trade Mark

PATENT DAYMARK

**Blades**W. J. MYATT & CO. LTD.,  
Argent Works, Birmingham.London Showrooms:  
94 Hatton Garden, E.C.1.

Sell every Man the **NEW**  
**DIMPLE-HEADED Shaving Brush!**

**CALYX**

REGD. TRADE MARK.

157 STANSTEAD ROAD, LONDON, S.E.23

**GREY HAIRS**

appear just here.

TOUCH THEM UP WITH

**TATCHO-TONE**

and they will instantly recover their natural shade. Medical Guaranty with each bottle. Chemists' Prices 2/6 and 4/6

TATCHO-TONE CO., 5 Great Queen Street, London, W.C.2

Trial Price

**8<sup>d</sup>**

Post Free

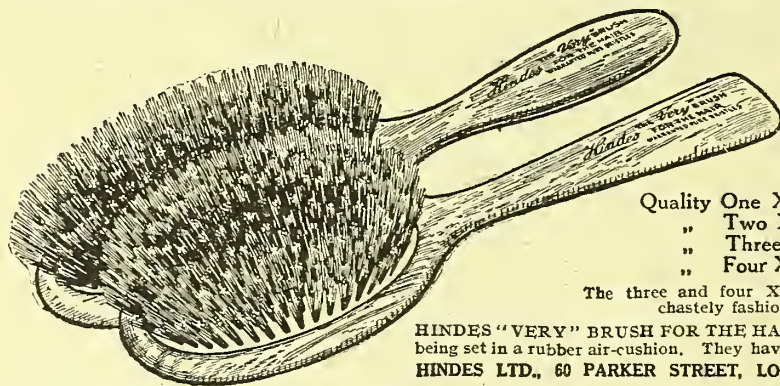
**PUFFS** of ALL KINDS in DOWN and WOOL.**SOLID FACE POWDERS**

COMPLETE WITH PUFFS.

Inquiries invited by makers,

**F. SCHUTZE & CO., Ltd.****BLACK BULL WORKS,**

Caledonian Market, London, N.7.



**HINDES**  
**"VERY"**  
**HAIR BRUSH**

Quality One X	Sold at 7/6d. each.	TRADE PRICE 33 1/3 %
" Two XX	" 10/6d. "	
" Three XXX	" 15/- "	
" Four XXXX	" 18/6d. "	

The three and four XXXX grade is made in Ebony or Rosewood, chastely fashioned in both oval and circular bodies.

HINDES "VERY" BRUSH FOR THE HAIR is guaranteed pure bristles, the multiple tufts being set in a rubber air-cushion. They have been known to the trade for nearly 40 years  
HINDES LTD., 60 PARKER STREET, LONDON, W.C.2. :: Works: BIRMINGHAM

GOLD MEDAL.

**BIDWELLS'**

Etab. 1839

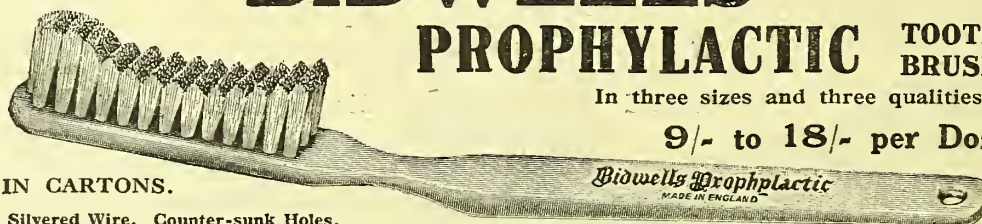
**PROPHYLACTIC TOOTH BRUSH**

In three sizes and three qualities.

**9/- to 18/- per Doz.**

IN CARTONS.

Silvered Wire. Counter-sunk Holes.

**Castle Mills, Axminster**



# A Profitable Commodity

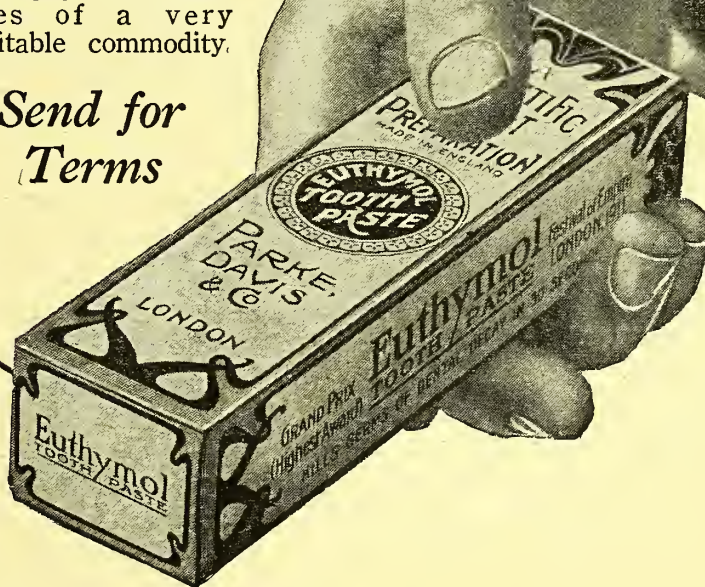
M.R.P. - 1/3 per tube  
M.W.P. 10/2 per doz. net

Since Euthymol Tooth Paste was introduced over 30 years ago the number of tooth pastes on the market has increased enormously.

Euthymol Tooth Paste, by virtue of the active support given to it by both the chemist and the dentist, maintains its position as a leading line. We feel that we have every reason to recommend our chemist friends to give every prominence to Euthymol Tooth Paste. It is a credit to us, and will be a credit to them.

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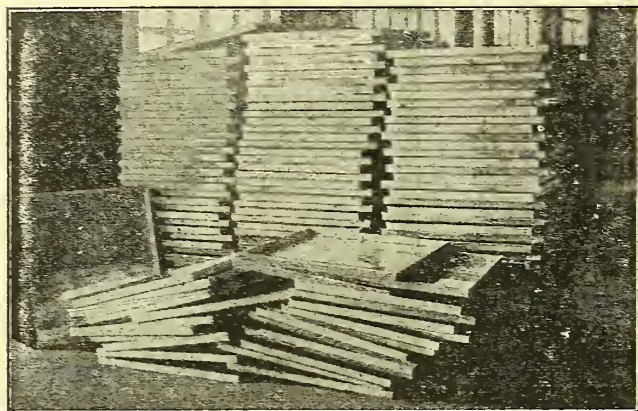
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Aluminium Trays manufactured for Biscuit Manufacturers by the London Aluminium Co., Ltd., Wotton.

As a menace to health and as a toll upon damageable products, rust is sufficiently well recognised for the rustlessness of Aluminium to ensure a wide use of the metal for trays in food manufacturing plants. Just as aluminium is free from rust, so it is clear of verdigris. It is, in fact, practically incorrodible, except by alkalis and a few reagents which, themselves prejudicial to health, are absent from foodstuffs.

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Data on the working and applications of aluminium will be sent gratis to responsible enquirers.

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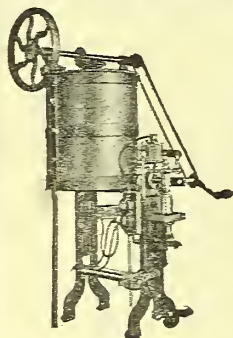
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FILLING MACHINE CO.**

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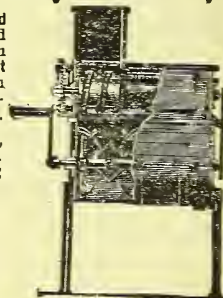
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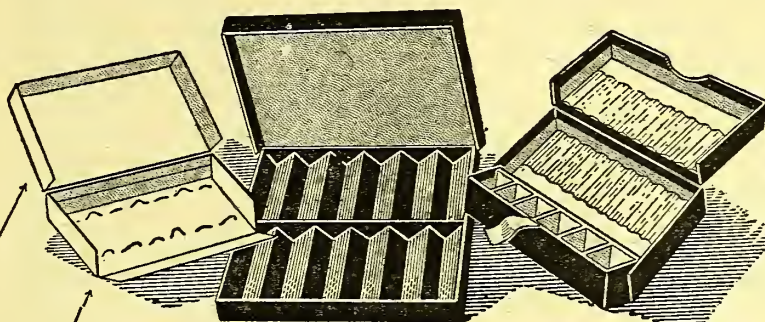
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ON BOTTLE  
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Illustrated above are three of our hinged Lid Perfume Boxes, two of which are partitioned and the other is made with a loose elasticated card.

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|---|--|---|
| 1 | The elastic used is the best obtainable and will retain its elasticity for a considerable time.                              | 1 |
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| 4 | Contents carefully protected by corrugated lining in Box and Lid.  | 4 |

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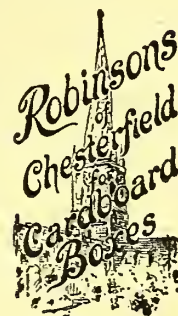
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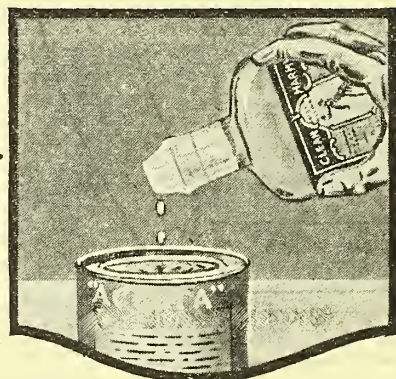


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CHEMIST to have at hand.*

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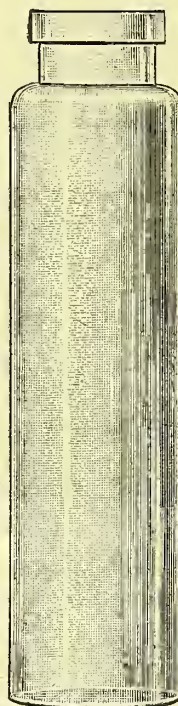
Send now for trial  $\frac{1}{2}$ -lb. tin.

POST 2s. 9d. FREE.

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*British made on British Machines.*  
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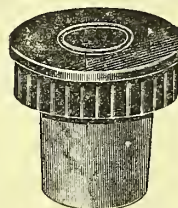
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*200 Varieties  
Any Colour.*

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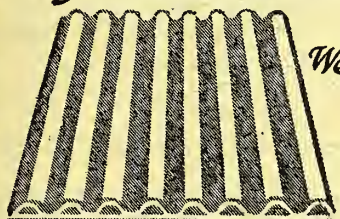
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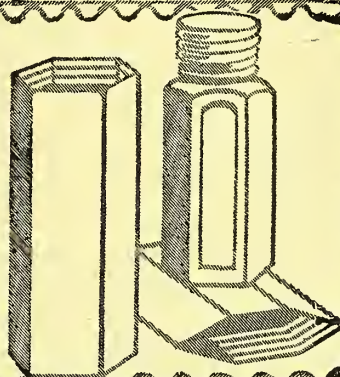
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GREAT YARMOUTH

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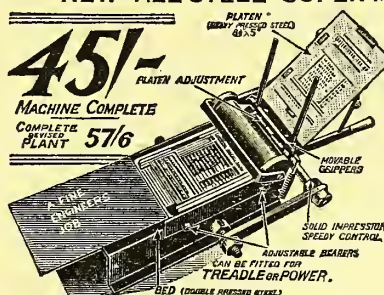
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NEW ALL-STEEL SUPER-MODEL.



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10,000  
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the old  
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CHEMISTS prefer this make because it has been sold by the TRADE for many years and not direct to Users. EUREKA is asked for and gives a good profit.  
AGENTS are fully assisted in the Selling. Please write NOW.

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Bob Martin's Dog Remedies are widely advertised, and a wealth of attractive sales aids is at your disposal. Please let us know your requirements.

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**BOB MARTIN'S**  
TASTELESS  
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**KILLS FLIES, MOTHS, GNATS  
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(THE CONSISTENTLY SELLING PROFIT MAKER.)

Write for free copy of "Tibo News," giving you remarkable terms.

Heavy Advertising booked for Spring and Summer.

**ACT TO-DAY—Your Profit is Very LARGE!**

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# CATALINE

Pays  
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BECAUSE it enjoys the largest sale of any Cattle Medicine Preparation and is on the P.A.T.A.

BECAUSE it is consistently advertised and all advertisements refer to the Chemist as the source of supply.

BECAUSE it is well packed, does what it is advertised to do, and shows the trade a satisfactory profit.

BECAUSE we do not employ travellers calling on Farmers, attending sales, &c.

One size, retailed at face value, viz.: 3/9 per bott.

Cash with order terms.

1 doz. 36/- 3 doz. at 35/6. 6 doz. at 35/- 12 doz. at 34/6 per doz.

CARR. PAID. CASES FREE.

Stocked by most Wholesale Houses.

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## CHEMISTS' SHOP FITTINGS

First-class Material and Workmanship.

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WORLD FAMOUS  
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**LACTOL AND  
LACTOL BISCUITS**

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LACTOL and LACTOL BISCUITS have established the good name of Sherley with all dog lovers and breeders. Sherley's dog and cat medicines have created confidence and consequently command a ready sale.

Big advertising is behind all Sherley products. They are protected at prices showing the retailers a good profit margin, and our terms protect you against all possibility of loss. Excellent literature and showcards cover our various products. We realise your interests are ours.

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AND TERMS**

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**SPRING**

**SALADS**

**DRESSING**

**"A1" OLIVE OIL**

**LINKED TOGETHER**

*Southall's*

**BRAND "A1" BRAND**

**OLIVE OIL**

*"The Aristocrat of Olive Oils"*

Recipes for Salad Dressing with every bottle

**NOTE NEW PRICES INCREASED PROFIT**  
**SHOWING**

Minimum Retail Price P.A.T.A.				6 doz. Rep. Half Pints or equivalent	12 doz. Rep. Half Pints or equivalent
1/-	Rep. Quarter Pint ...	7/6	per doz.	7/3	per doz.
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5/6	„ Quart ...	39/-	„ „	37/-	„ „
In bulk 19/- per gall.			18/6	in 5 gall. lots	

DISPLAY MATERIAL INCLUDES GLOBE OF RIPE LUSCIOUS OLIVES

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**19/21 Lower Priory :: BIRMINGHAM**

**BOOK YOUR CONTRACT NOW**





Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

*Agents:* HONEYWILL BROS., Ltd., 79 MARK LANE, LONDON, E.C.3.

Various  
Patterns.  
Samples  
on  
request.

Write for full particulars to—**Thos. Christy & Co., 4/12 Old Swan Lane,**  
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# *Pernicious Anæmia*

TRADE  
MARK**'WELLCOME'** BRAND

## **LIVER EXTRACT**

*(A Selected Fraction of an Extract of Fresh Liver)*

is now available for use in the treatment  
of pernicious anæmia.

'WELLCOME' LIVER EXTRACT is prepared  
by a process tested and found efficient  
by the Medical Research Council (see  
*B. M. J.* and *Lancet*, March 10, 1928)  
after being subjected to the necessary  
clinical trials.

In tubes, each containing the equiv-  
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DIRECTION.—The contents of one  
tube or more, daily, in soup or water,  
or as directed by the physician.

'WELLCOME' LIVER EXTRACT is supplied in  
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— the Trade's best selling Iodised lozenge

A tip-top lozenge, a most attractive tin, cellophane wrapped, show-outers that do attract attention and sell the goods.



8½d. Size - - 4/6 doz.

12 doz. lots - - 4/3 doz.

1/3 Size - - 7/6 doz.

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Full Window Display Material,  
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**APPROVED DISINFECTANTS** for use in districts affected with Foot and Mouth Disease.

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**PINE SANITARY FLUIDS and POWDERS.**

**NAPHTHALENE** in Flake, Candle, Tablet, Powder and Crystal form, also Scented and Coloured Blocks enclosed in wire cages.

**"IALINE" ANTISEPTIC OINTMENT** for wounds, burns, sores, skin diseases, eruptions, etc.; in 1s. 3d. and 9d. pots, also 1-lb. tins.

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TWENTY SHILLINGS a year payable in advance to any part of the world including a copy of *The Chemist and Druggist Diary*. Subscriptions may begin with the first issue of any month. Single copy, 9d., post free, *Diary*, 10s., post free. Postal Orders and Cheques should be crossed "Bank of Liverpool and Martins, Ltd."

TERMS FOR ADVERTISING may be obtained on application to:

Head Office: 42 CANNON STREET, LONDON, E.C.4

(Telegrams: "Chemicus, Cannon, London." Telephone: Central 3617.)

Branch Offices: 4 Cannon Street, Manchester. (Tel.: City 52.)  
54 Foster's Bldgs., High St., Shetfield. (Tel.: 22458.)  
19 Waterloo Street, Glasgow. (Tel.: Central 2329.)  
Melbourne and Sydney, Australia.

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## Business Changes

CAPPELL, LTD., chemists, Glasgow, are opening a branch at 53 Princes Street, Edinburgh.

FRANCIS NEWBERRY & SONS, LTD., have removed their Liverpool branch to larger premises at 22 College Lane.

The new address of C. Tolkien & Co., Ltd., manufacturing chemists, is Remogen Works, Silsden, Yorkshire.

MR. F. W. SMALLWOOD, Ph.C., 11 Grove Lane, Handsworth, will shortly open a branch at Maney, Sutton Coldfield, Birmingham.

MR. R. S. HOARE, chemist and druggist, has acquired the business of Mr. R. C. Brown, chemist and druggist, St. John's, Woking.

The partnership of Misses M. G. & A. S. C. Boag, chemists, 29 London Road, Edinburgh, has been dissolved by the retirement of Miss A. S. C. Boag, and the business will be carried on by the remaining partner, Miss M. G. Boag.

## English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

### National Union of Drug and Chemical Workers

The agenda of the eleventh annual meeting of the National Union of Drug and Chemical Workers, to be held in London on April 8 and 9, includes the following three resolutions:—

That this Conference of drug and chemical workers is of the opinion that the interests of the whole community would be best served by the complete nationalisation of the medical services; and that until such time as a national medical service is in existence all retail and dispensing establishments contracting under National Health Insurance Acts for the supply of medicines, drugs and surgical sundries shall be obliged by the Minister of Health to observe payment of standard trade union wages and conditions; similarly that the prices of drugs and surgical sundries listed upon National Health Insurance tariff shall be based upon the payment of standard trade union rates of wages and conditions recognised in the wholesale trade.

That considering the high technical skill and training demanded of pharmacists and industrial chemists, this conference of drug and chemical workers registers its emphatic protest against the scandalous wages and conditions now offered or operated for these classes of worker; further, we are of the opinion that economic organisation will be the means of improving wages and conditions and raising the status generally of these men and women.

That this conference calls for state inspection of all dispensaries, public and private, with a view to securing accuracy and cleanliness in the preparation of all drugs and medicines.

### Inquest

An inquest was held at Southport, on March 7, on the body of Mrs. E. E. Rimmer. Both the medical witnesses present were in agreement that death was due to acute yellow atrophy of the liver. It appeared that Mrs. Rimmer had been taking atophan shortly before the onset of the disease from which she died. Recently, the doctors said, their attention had been called to the fact that acute yellow atrophy of the liver followed the administration of this drug. They were unable to prove that the drug caused the disease. Mrs. Rimmer suffered from neuritis and atophan was prescribed, to be taken three times a day three days a week. One of the doctors said he had a suspicion that even in medical quantities it might cause acute yellow atrophy of the liver, and he was beginning to doubt that it was a safe drug, though the firm that produced it had a deserved reputation, and it was used extensively. The other doctor said that two months ago a case was reported to the Medical Society in Liverpool in which was exactly the same condition of acute yellow atrophy, apparently following atophan treatment. The coroner gave a verdict in accordance with the medical evidence.

### Contracts

The following tenders have been accepted by the bodies named:—

Eton Guardians. — Walden & Drewett, chemists, drugs, etc.

Isle of Wight Guardians.—Timothy White & Co., Ltd., drugs, etc.

### Birmingham

MR. D. DAVIES, chemist and druggist, has opened a new branch at Rookery Road, Handsworth, Birmingham.

The thirty-seventh annual exhibition of the Birmingham Photographic Society was opened on March 3. The exhibits are of a high order, and the exhibition is of interest to the photographic pharmacist.

At a joint meeting on February 23 of the Birmingham and Midland Section of the Institute of Chemistry and the University of Birmingham Biochemical Society, Mr. J. F. Liverseege, Ph.C., F.I.C., lectured on "Food Adulteration in Birmingham."

The fourth meeting of the present session of the Birmingham section of the Society of Chemical Industry was held on February 16. A paper was read on "Recent



Developments in the Study of the Pentose Group of Sugars" by Dr. E. L. Hirst, who dealt with the occurrence of pentoses in nature, the chemical structure of typical members of the group, and the recent discovery of the hitherto unknown  $\beta$  form of lyxose, which has shown that a close analogy exists between the three sugars—lyxose, mannose and rhamnose. Dr. W. J. Hickinbottom gave a lecture on "Glucosides."

### Manchester

At Manchester Assizes, on March 6, Arthur Casson (59) was sentenced to four years' penal servitude for conspiracy and other offences (*C. & D.*, February 11, p. 162).

In the City Hall a Chocolate and Sweets Exhibition is being held. Firms well known in the drug trade who have exhibits include J. W. Lightbown & Sons, Ltd., who have a fine show of Grips pastilles; Fryer & Co. (Nelson), Ltd., who are showing Vix pastilles; Brierley Collier & Hartley, Ltd., with an interesting exhibit of confectionery machinery, steam-jacketed pans, etc.; and Hugh Stevenson & Sons, Ltd., with folding boxes and cartons.

An account of recent cases of ergot poisoning among the Jewish population of the city is given in "The Lancet" of February 25 by Drs. James Robertson and Hugh T. Ashley. The outbreak was traced to infected rye bread. Mr. H. Heap, M.Sc., the city analyst, reported that grain submitted to him contained 1 per cent. of ergotised rye. Taking the average consumption of bread by each adult as  $\frac{1}{2}$  lb. a day, the authors calculate:—"Now  $\frac{1}{2}$  lb. of bread will contain about 5 to 6 oz. of flour, the rest being the water, which is added before baking; 5 oz. of flour equals 2,285 gr., of which 1 per cent. is ergotised. Each person is thus consuming 22.85 gr. of ergot daily. The ordinary medicinal dose of ergot, taking the liquid extract of ergot as a sample dose, is 10 to 30 minims, which equals 10 to 30 gr. Thus each individual is taking rather more than the average dose of ergot each day. On account of freshness the ergot is also likely to be more potent than the medicinal ergot which has been kept for a time..."

### Miscellaneous

**BURGLARY.**—Premises occupied by Taylors' Drug Co., Ltd., in Leeds Road, Bradford, were broken into on March 2 and a sum of money was stolen.

**EXPLOSION AT WORKS.**—Following an explosion at the works of Synthetic Ammonia and Nitrates, Ltd., Billingham-on-Tees, on March 6, one man has died and two others are suffering from shock.

**WINE-LICENCE APPLICATIONS.**—At the adjourned Nelson Licensing Sessions, recently, Mr. J. Hayhurst, chemist and druggist, was granted a wine off-licence, subject to his sales being confined to medicated wines.—At Canterbury, on March 1, a similar application by Timothy White Co., Ltd., was refused.

**POISON-LICENCE APPLICATIONS.**—Applications for licences under Section 2 of the Poisons and Pharmacy Act, 1908, have been made to their respective local authorities by Mr. H. E. Sutton (Davis Brothers, ironmongers), Rickmansworth, and by T. Powell & Co., corn merchants, Llangwryfon.—Blackburn Town Council has refused a similar application made by Mr. A. H. Duckworth.

**IN THE COURTS.**—At Highgate Police Court, London, on February 29, J. Potter Simpson, Mount Pleasant Road, N., was fined £10, with £3 3s. costs, for practising dentistry without being registered.—In Shoreditch County Court, London, on March 6, Montague Arthur Hart, leather goods merchant, Fore Street, E.C., was granted committal orders, with suspension, in respect of judgment debts of £32 17s. and £21 9s. 6d., against Sydney Marshall, described as of the firm of Marshall & Co., chemists, 78 High Street, Kingsland, E.—At Old Street Police Court, London, recently, Grimble & Co., Ltd., Cumberland Market, N.W., were ordered to pay £5 5s. costs in respect of vinegar found to contain 50 parts of sulphur dioxide per million. The defence was that the sulphur dioxide contamination was accidental, through the use of a cleansing solution; another process had now been adopted.

## Scottish News

### Brevities

At a trade exhibition recently held at Saltcoats the stall-holders included Mr. Alexander MacLean, chemist and druggist.

Amended regulations relating to medical benefit under the National Health Insurance Acts have just been published (No. 89/S 7, 2d.), and can be obtained from H.M. Stationery Office, 120 George Street, Edinburgh.

At the recent annual meeting of the Macduff Shopkeepers' Association, Mr. A. H. Murdoch, chemist and druggist, was elected to the management committee for the ensuing year. Mr. Murdoch has taken an active interest in the affairs of this Association for many years.

At the recently held annual meeting of the Kirkintilloch Merchants' Association, Mr. George Jarvie, chemist and druggist, was appointed vice-president for the ensuing year. At the same meeting Mr. J. A. Kemp, chemist and druggist, was appointed to the management committee.

Among the nominations for the triennial election of the different Scottish education authorities, the polling day for which is March 23, are the following pharmacists:—Fife-shire—Mr. Angus Macdonald, Dunfermline; Buteshire—ex-Provost George Hicks, Rothesay; Forfarshire—Mr. Alexander S. Troup, Monifieth.

### Aberdeen

Mr. P. R. G. Laing, chemist and druggist, has purchased the branch business of Mr. A. M. Gair, chemist and druggist, at 627 George Street, Aberdeen.

On February 27 Mr. Frederick Hutchison, chemist and druggist, an Aberdeen chemist's assistant, was found lying unconscious on the Aberdeen-Shire road. He was taken to the Infirmary, but died on the following day without regaining consciousness.

The Aberdeen and District Pharmacists' Golf Club held their annual meeting in the Royal Hotel on February 21, Mr. John Forsyth (captain) presiding. Mr. Forsyth thanked the member for their assistance during the season, and congratulated them on the successful year's work and on again winning the Cartwright trophy. The reports by the secretary showing the continued good membership, and the treasurer reporting a substantial balance, were well received. The office bearers for the season were appointed as follows:—Mr. A. C. Bonner, honorary president; Mr. John Forsyth, captain; Mr. John Michie, vice-captain; Mr. John McConnach, 23 King Street, secretary; Mr. Charles Michie, 123 Crown Street, assistant secretary; Mr. P. Murray, treasurer; Messrs. D. Anderson and W. F. Hay, auditors; with Messrs. Booth, Dugan, Farquhar, Mitchell and M. C. Ross as members of committee.

### Edinburgh

Cappell, Ltd., chemists, Glasgow, are opening a branch at 53 Princes Street, Edinburgh.

Professor James Kendall, D.Sc., F.R.S., has been appointed Professor of Chemistry at Edinburgh University, in succession to Sir James Walker.

Dr. W. T. Ritchie, senior lecturer in clinical medicine in Edinburgh University, has been appointed to the professorship in medicine vacant by the resignation of Professor Gulland.

A controversy has been taking place in the "Edinburgh Evening News" on the question of the chemists' half-holiday. Mr. James Adamson, secretary to the Edinburgh District Chemists' Trade Association, has pointed out the true state of affairs.

It is intimated that the business carried on under the firm name of M. G. & A. S. C. Boag, as chemists, at 29 London Road, Edinburgh, has undergone a change through the retirement of Miss Agnes St. Clair Boag. The remaining partner, Miss Margaret Grant Boag, will continue the business under the old firm name, see p. 297.

### Glasgow

A lecture on "Optical Aids to Chemical Analysis" was delivered by Dr. Stodher Mitchell in the physical



chemistry department of Glasgow University on February 25.

Sentence of eighteen months' imprisonment was passed on March 1, by the High Court, on James Mitchell Wilson, 54, described as a Glasgow chemist, on a charge of having supplied noxious drugs to a young woman who had been employed by him as a domestic servant.

## Irish News

### Pharmaceutical Society of Ireland

The latest dates for receiving applications for the April examinations are:—Preliminary, Wednesday, March 21; Registered Druggist, Tuesday, March 27; Pharmaceutical Licence, Wednesday, March 28; Pharmaceutical Assistant, Monday, April 2.

### Brevities

A branch of Butler's Medical Hall, 40 Mary Street, Dublin, has been opened in Upper O'Connell Street after structural alterations.

The annual competition for the McMullan challenge cup will be held at Newcastle, co. Down, on June 7, for Northern Ireland chemists; and the first competition for the B.D.H. cup between Northern chemists and Free State chemists will be played at Knock, Belfast, on June 21.

Mr. R. Andrew, M.P.S.N.I., Oldpark and Crumlin Roads, Belfast, has taken into partnership, as from March 1, Mr. John Kennedy, M.P.S.N.I., who was for a considerable period his principal assistant. The business will be carried on under the style of Robert Andrew & Co.

At Roscommon, recently, before Judge Wakeley, Evans Sons Lescher & Webb, Ltd., Liverpool, sued the Roscommon County Board of Health to recover the sum of £25 3s. 8d. for goods supplied. It was stated by a witness for the plaintiffs that among the empties returned by the defendants were jam pots and Guinness's stout bottles. A decree for the amount claimed, with costs and £5 special expenses for witnesses, was given.

### Londonderry

Mr. J. F. O'Donnell, M.P.S.I., The Diamond, has opened a branch at 37 William Street.

Mr. Robert N. Allen, Ph.C., proprietor of McLaughlin & Allen, chemists, Waterloo Place, was found dead in his office on March 4. At the inquest Dr. J. R. Magee, who had previously attended Mr. Allen, attributed death to hæmorrhage, brought about by a rupture of a blood vessel in the head. The coroner recorded a verdict in accordance with the medical evidence.

## Retail Pharmacists' Union

### Election of Executive

We are informed that Messrs. C. J. Pinchen and W. W. Pring have withdrawn their candidature for Area 3 (Southern), and Mr. A. H. Mosson has withdrawn from Area 4 (North-Eastern).

A circular letter appealing for votes in the Southern Area for Mr. Edgar Jones, Ph.C., has been issued over the signatures of Messrs. F. W. Burgess (president, Brighton and Hove Association of Pharmacy); John Plowright (chairman, Brighton, Hove and District Branch of the Pharmaceutical Society); Henry C. Browne (president, Eastbourne Association of Pharmacy); Harold Skyrme (past-president, Hastings Association of Pharmacy); D. Marchant (president, South-Eastern Federation of Pharmaceutical Associations); and F. W. Roberts (secretary of the Federation). The letter states:—"The present is a crucial time for pharmacy, and we are fortunate in having, in the person of Mr. Jones, a candidate who combines the ability, vision and wide practical experience which are necessary to overcome the difficulties and seize the opportunities the times afford of placing our calling on a firm, just and lasting basis."

## Canadian Notes

**THE P.A.T.A.**—At a recent meeting at which were represented the retail, wholesale and manufacturing sections, a resolution that the P.A.T.A. does not disband but continues under the lines organised by the late Sir William Glyn-Jones was carried unanimously by the wholesale and retail sections, but the manufacturers voted against it. At a subsequent meeting, however, the three sections unanimously resolved that the executive be instructed to carry on negotiations already commenced for the purpose of ascertaining the constitutional validity of the Combines Investigation Act; that in view of the great evil which exists in the drug trade, due to predatory cutting and unfair competition, which has impoverished the retail and wholesale trade as a whole, and because of the Commissioner's findings in regard thereto and to the fact that the principles of the P.A.T.A. appear to be the only adequate remedy, that the executive committee be instructed to take such steps as may be necessary to defend the principles and actions of the P.A.T.A. until some other remedy which is considered adequate and acceptable to the Council as a whole can be developed. No action, however, in any case is to be taken to re-establish the Stop List until the contemplated representations to the Government have been concluded or pending the decision of the courts as to the validity of the Combines Investigation Act, in the event that the Government decide to refer this matter to the Supreme Court, and this not in any case without a meeting of the executive committee having first been held.

**MR. TINLING RESIGNS.**—Mr. Charles W. Tinling, president of the National Drug & Chemical Co. of Canada, Ltd., resigned his position as general manager on January 31, 1928, after a service extending from the summer of 1905 until the end of January last. Although the National Drug & Chemical Co. did not begin business until February 1, 1906, Mr. Tinling, in association with Messrs. D. W. Bole and T. H. Wardleworth, were appointed as a committee to visit the several wholesale drug houses in Canada with the idea of arranging for a consolidation of all interests, and this was finally accomplished. Mr. Tinling was one of the first directors, and occupied the position of treasurer, and after filling that position for a few years he was made general manager of the company, and, in addition, president in 1922. During his years of office there have been many trying experiences, beginning with the financial panic in 1907, the outbreak of the war in 1914, and the years of the war up to November 1918, followed by the deflation period accompanied by terrible cutting of prices. He contributed considerably to the solution of the problem of the sales tax, which bore very heavily upon the wholesalers and retailers—the Government adopting his plan of assessing the tax at the source. This eliminated a great deal of the labour in connection with the tax, and relieved the wholesaler and retailer practically of any connection with it. While this plan was not popular at its inception, it has gradually been recognised as the best possible method of collecting an unpopular tax. In the formation of the P.A.T.A. he was a very energetic member of the group which practically brought it into being, and the wholesale and retail trades have much reason to remember favourably the advocacy of their interests, while those of the manufacturers were not forgotten. In September 1925 his health gave way and he has been compelled to take things more easily. While remaining as President of the National Drug & Chemical Co., he has succeeded as general manager by Mr. T. A. Henderson, who has been associated with the company from its inception. Mr. Tinling had two sons (Lieut. Charles Burnaby Tinling, 42nd Battalion, R.H.C., and Captain George Evelyn Tinling, M.C., 1st East Lancshires), both killed in the war. Throughout Mr. Tinling's career he has always been interested in public questions, and during the war rendered considerable and effective service in connection with the Red Cross movement, the re-establishment of returned soldiers, and the welfare of wives, widows and children of overseas men. The best wishes of his colleagues and all the employees of the National Drug & Chemical Co. are accorded Mr. Tinling in his withdrawal from the active leadership.



## Colonial and Foreign News

**NEW INDIAN COMPANIES.**—Among the new chemist and druggist concerns recently formed in India, are K. P. Motilal & Co., Mangaldasmart, Princess Street, Bombay, W.A., capital rs. 100,000, and Nobles & Co., Post Willingdon College, Sangli, Tasgao District, Satara, Bombay, W.A., capital rs. 50,000.

**PHARMACEUTICAL PREPARATIONS IN BOLIVIA.**—Under the new import tariff which came into operation in Bolivia on October 1, 1927, pharmaceutical preparations of known formula, which were formerly dutiable at two bolivianos, and those of unknown formula at four bolivianos, per kilo, are now dutiable at 25 per cent. *ad valorem*.

**EXPORT OF PORTUGUESE OLIVE OIL.**—The Lisbon "Diário do Governo" for February 7 contains an Order (No. 5,201) of February 2 which permits the exportation from Portugal of olive oil without limit of acidity. Formerly olive oil could only be exported, to countries other than Brazil and Portuguese Colonies, when its acidity was 2° or less.

**REDUCTION OF DRUG TARIFF PRICES.**—Owing to improved markets and the notable diminution of cost prices, the effects of the revaluation of the lira, a decree recently issued by the Prefect of Milan imposes a reduction of ten per cent. in the price of every medicament, or the price of every prescription calculated on the present tariff, excluding specialities which are to be sold to the public at prices indicated by the manufacturer.

**BELGIAN PHARMACOPEIA.**—The Belgian Minister of the Interior and Hygiene recently stated in Parliament that a translation in Flemish of the next edition of the Belgian Pharmacopœia was in course of preparation. This statement was the result of a question asked by a deputy as to what steps were being taken, in view of the "flamandisation" of the Universities of Ghent and Louvain (where the course in pharmaco-dynamics is given in Flemish), to furnish pharmacy students and pharmacists in Flanders with a Flemish text of the Belgian Pharmacopœia, and end the anachronism of having, under the Belgian pharmacy laws, side by side with the official Latin text nothing but a semi-official translation in French.

**HONEY IN SWEDEN.**—Last year Sweden imported 57,510 lb. of honey of a total value of 38,060 kr. The principal sources of supply were Great Britain, Denmark, Germany, Cuba, Finland, and France, while Canada is given as having supplied 2,081 lb. Firms interviewed were not very hopeful of the prospects for selling any large quantity of Canadian honey in Sweden. One firm, who imported some Ontario honey, stated that they still had part of the stock on hand unsold. The Swedish producers guarantee the purity of the local honey, and have conducted propaganda against imported honey. The duty of 23.5 öre per kilo, per lb. is also said to operate against the importation of foreign honey on any large scale. The pre-war production of honey in Sweden was estimated at 1,320,000 lb. per annum.

**MORPHINE IN MANCHURIA.**—A group of Japanese merchants has obtained the concession for the manufacture of morphine in the Kwantung district for two years for the sum of 60,000 yen. This concession was the object of strong competition between different groups, and a Japanese pharmaceutical firm is to be established with a capital of one million yen. The output of morphine is estimated at 300 lb. a month. Another Japanese proposes the erection of a morphine factory at Jehol, on the Manchuria-Mongolia frontier. The capital involved is 200,000 yen, and although it is stated that the manufacture of liquorice juice will also be carried on, in reality the manufacture of morphine seems to be the sole object. The alkaloid trade in Manchuria is under the direct control of the Kwantung Government.

**JUGO-SLAVIA AS A MARKET FOR PERFUMES.**—In 1926 Jugo-Slavia imported perfumes to the value of 12,000,000 dinars, chiefly from France, Austria and Germany. The demand covered all grades and qualities of perfume, from the most exclusive branded article to the cheap, strong-smelling, synthetic products. A local

industry is gradually being created, but so far the quality is very inferior and the article manufactured from essences. The annual imports of toilet soaps amount to 5,000,000 dinars in value, and the local industry is more successful in this line, and the introduction of foreign brands not so easy as it was some time ago. The local manufacturer has a considerable advantage over his competitors, as he is allowed to import all his raw materials duty free. The most popular soap is one producing a good lather and possessing a powerful scent. English soap used to be highly esteemed, but latterly the price has proved practically prohibitive.

**ITALIAN BUREAU OF STATISTICS AND PRICES OF DRUGS.**—The Ministry of National Economy has instructed the Bureau of Statistics to collect from the whole of Italy current prices of different commodities and to calculate from the data thus obtained the index figure for the cost of living. Forms for this purpose have been sent to municipalities of over 50,000 inhabitants. The result of observations for drugs and chemicals shows that since January 1, 1927, prices have undergone a reduction of from 20 to 40 per cent., and dispensing fees have been reduced since May 17 by 20 per cent., owing to the revoking of permission given to local Prefects to modify the official tariff to suit local needs. It is pointed out that pharmacists have in stock chemical and pharmaceutical preparations, perhaps bought at high prices, which are in little demand, and it is in these cases where price reduction is considered unjust. It is felt that further reduction of prices in the official tariff would impose a hardship on pharmacists, since rents and taxes have increased.

**ANALYSIS OF ESSENTIAL OILS.**—The National Fascist Federation of the Chemical and Allied Industries, announces that the Unione Italiana Produttori Materie Aromatiche is now incorporated as a section of the Federation and that a laboratory for analysis and research has been established for the study of essential oils, etc. The tariff for analyses is given. Complete analysis of the following essential oils: bergamot, lemon, sweet orange, bitter orange, mandarin, neroli, rosemary, clove, anise, 30 lire; mint, lavender, juniper, cinnamon, citronella, 35 lire; sandal, mustard, turpentine, vetiver, patchouli, ylang-ylang, rose, eucalyptus, 40 lire. Analyses according to the B.P. or U.S.P., 25 lire; complete analysis of other oils, 35 lire. For specific determinations the following is the scale of charges: specific gravity, 6 lire; optical rotation, 7 lire; refractive index, 7 lire; esters, 8 lire; aldehydes, 8 lire; alcohols, 12 lire. For urgent analyses the above fees are increased 50 per cent. The quantity of sample required is about 70 grams; in the case of expensive essences, as rose, neroli, ylang-ylang, mandarin, 20 grams will suffice.

**AUSTRALIAN TARIFF ON MENTHOL AND THYMOL.**—The Australian tariff is now under revision and application is being made for higher import duties on menthol and thymol. Mr. J. L. Holt, assistant secretary of the New South Wales Chamber of Manufactures, personally led the attack before the revision committee on overseas importations of thymol and menthol. According to the "Times" Trade Supplement he said that under the present duties natural and synthetic menthol and thymol, not packed for retail sale, were admitted free from Britain, with a duty of 15 per cent. general tariff. The duties desired by local manufacturers were: natural or synthetic (separate classification), British preference 5s. per lb., intermediate tariff 6s. per lb., general tariff 7s. per lb. The discovery of a scientific basis for the manufacture of synthetic menthol and thymol using eucalyptus oil, he said, was entirely an Australian achievement. The local industry deserved every encouragement because eucalyptus oil was the best starting-point yet discovered for the synthesis of thymol and menthol. So much interest had been manifested in the Australian discovery by chemists in England, Germany, America and Switzerland that a sudden demand had arisen for eucalyptus oil, resulting in a price increase of 50 per cent. It was claimed by the local company, Messrs. Thomas & Cameron, of Mortlake, near Sydney, that their operations had resulted in the price of menthol dropping from 32s. to 14s. a lb.



## French News

From the "C. & D." Paris Correspondent.

M. BLAQUE, a recently created Chevalier of the Legion of Honour, is the general secretary of the National Bureau of Raw Vegetable Products for the Drug and Perfume Trades, a body which has done much to extend the cultivation and collection of medicinal herbs, etc., in France.

At a recent general meeting of the Wholesale Druggists' Association, a speaker pointed out that one of the present difficulties of the trade was the constantly increasing production and sale of proprietaries, which formed, he stated, seventy-five per cent. of the retail pharmacist's turnover, and the percentage left for the drug trade was not enough to go round.

At EASTERTIDE, the doctors and veterinary surgeons of Morocco have arranged for a professional gathering at Casablanca and Rabat. There is to be a congress, lectures, excursions and an exhibition of pharmaceutical and hygienic products, surgical instruments, laboratory apparatus, etc. Information regarding the last-named feature can be obtained from the journal "Maroc Médical," 53 rue de l'Industrie, Casablanca.

YOUR REFERENCE to Raspail reminds me that he has achieved street-corner immortality in Paris, and the Boulevard Raspail is a very fine and modern artery across the southern half of the city. Raspail was born at Carpentras, a little town near Avignon, where his birthplace is still pointed out. He is famous in France, of course, as a politician, and was the first president of the first French Chamber of Deputies of the present Republic in 1876.

THE ACCOUNTS of the Synthetical Products Union—the body organised by the Wholesale Druggists' Association at the request of the Government to deal with the German reparation chemicals—have been completed. Out of the profits of 398,000 fr. the authorities have allowed 100,000 fr. to the Faculty of Pharmacy of Paris for the construction of physiological test laboratories, and 20,000 fr. to the students' sanatorium in the Alps. The Dean of the Faculty of Pharmacy has written to thank the Association for the initiative taken by M. Dechaud, its vice-president, in this matter.

In June 1926 pharmacists and assistants of Nice agreed that the hours should be from 8.30 a.m. till 7 p.m. during the four summer months and till 6.30 p.m. during the rest of the year, with a midday break of two and a half hours in summer and two hours during the other months. The local authority issued a decree making these hours obligatory. One pharmacist refusing to respect this official decision was accordingly prosecuted by the local associations. His defence was that the only persons employed in the pharmacy were himself, his son and his daughter-in-law. The court held that relationship could not be pleaded, for if this were admitted such family arrangements would result in an injustice to neighbouring pharmacists. The defendant was sentenced to three fines of 25 fr. and had to pay 500 fr. damages to the Pharmacists' Association and 100 fr. to the Assistants' Association.

CODE FOR MARKING SCRIPTS.—The unification of charges is at present felt not to be so much desirable as absolutely necessary, in view of the approaching adoption in France of something akin to the British panel system. So far as goods sold over the counter are concerned, a national tariff was drawn up some time ago by the General Association of French Pharmacists. The question of prescription pricing is evidently more delicate. The suggestion has been made that the first pharmacist who dispenses should mark his charge on the prescription in some manner only known to the trade. M. Talvard suggests the use of chemical signs, C for a franc, H for 10c., and O for 5 centimes, thus C6 H9 would represent 6f.90. He thinks that these signs might be inconspicuously placed next to the number of the prescription, where they would pass almost unobserved, and that much discussion as to prices would thus be avoided in cases where the patient changed his pharmacist, or was in a strange town.

## American Notes

THE SUPREME COURT of the United States has set the first Monday in its term, next October, for hearing arguments in the appeal of the Louis K. Liggett Co. in their suit against the Attorney-General of Pennsylvania, involving the Pennsylvania law under which the State Board of Pharmacy denied licences to the company to own and operate retail drug businesses in Pottsville and Hanover because "such business is owned by a corporation, all the members and partners of which are not registered pharmacists." The constitutionality of the law has been attacked by the Liggett Co.

THE DEATH OF WALTER D. ROWLES, who came to the United States from Berkshire, England, about thirty-five years ago, and who was manager of the Bayer Dye & Drug Co., makers of aspirin, occurred on January 17 at his home in Montclair, New Jersey, after an illness of about a year. Mr. Rowles served his apprenticeship in the drug trade in England before he came to the United States and settled in Battle Creek, Michigan. He became associated with Parke, Davis & Co. in 1898, and remained with this firm for fifteen years. In 1913 he entered the employ of Sterling Products, Inc., going to England to take charge of the company's European affairs. He remained in England until 1923, when he returned to New York to assume the management of the Bayer Co., a subsidiary of Sterling Products, Inc.

DRUG TRADE CONFERENCE.—At the National Drug Trade Conference, held at Washington, D.C., recently, the following associations were represented:—American Pharmaceutical Association, National Association of Retail Druggists, American Drug Manufacturers' Association, American Association of Colleges of Pharmacy, National Wholesale Druggists' Association, Proprietary Association, American Pharmaceutical Manufacturers' Association, National Association Boards of Pharmacy. The Federal Wholesale Druggists' Association, representing the mutual wholesalers, was unanimously elected to membership in the Conference. The following officers were re-elected:—Mr. S. C. Henry, president; Mr. H. C. Christensen, vice-president; Mr. E. F. Kelly, secretary-treasurer; and they, with the representatives of the other member associations, constitute the Executive Committee. A representative from the new member, the Federal Wholesale Druggists' Association, will be added.

HEARING ON THE PARKER BILL.—Representatives of various organisations interested in public health appeared recently before the subcommittee of the House Committee on Interstate and Foreign Commerce to present their views on the Parker Bill, to provide for the coordination of the public health activities of the Government. Those who appeared before the Committee were A. M. Loomis (American Dairy Federation), C. W. Holman (secretary, National Co-operative Milk Producers), H. B. Thompson (Proprietary Drug Association), H. B. Anderson (Citizens' Medical Reference Bureau, New York), Carson P. Frailey (secretary, American Drug Manufacturing Association), Eugene C. Brockmeyer (National Association of Retail Druggists), S. H. Shoemaker (Baltimore), W. C. Campbell (Director of Regulatory Work, Department of Agriculture), Dr. A. T. McCormick (State Health Officer of Kentucky), E. Fullerton Cook (chairman, United States Pharmaceutical Revision Committee, Philadelphia), E. F. Kelly (secretary of the American Pharmaceutical Association), and Representative Hudspeth, El Paso, Tex. Those representing pharmacy requested that the bill be so amended as to provide that pharmacists of the Public Health Service shall be eligible to receive commissions, after examination, in the same manner as provided for medical and dental officers, for sanitary engineers and for other scientists. The representatives of pharmacy were pleased by Surgeon-General Cummings' approval of this request, and they were encouraged to believe that this recognition of pharmacy would be incorporated in the final legislation. If so, the Parker Bill should then have the united and strong support of pharmacists, not only because of the recognition of pharmacy, but also because this legislation will open the way for the proper solution of the long-standing question of the status of all pharmacists in the government service.



## Legal Reports

**Dispensing Tested.**—At Islington (London) Petty Session, on March 2, the following chemists were summoned at the instance of the Public Health Committee of the Islington Borough Council for selling a "compounded drug" which included magnesium carbonate in place of magnesium oxide, as specified in the prescription:—Parkes Chemists, Ltd., 251 Upper Street, N.; Thomas Nicoll, 110 Copenhagen Street, N.; Richard J. Morgan, 81 Caledonian Road, N.; Timsons' Cash Chemists, 202, Caledonian Road, N.; Ascotts Pharmacies, Ltd., 92 Packington Street, N.; J. C. Carter, 86 St. James's Road, N.; Boots, Ltd., 106 Essex Road, N.; G. E. Whineray, 78 Essex Road, N.; Cartwright & Son, Ltd., 171 Holloway Road, N. Mr. N. Robertson, the prosecuting solicitor, said that there was no material difference in the mixtures, but if they were going to allow chemists to vary prescriptions in the slightest degree they would not know where to draw the line. Mr. H. Glyn-Jones, barrister, who appeared for the defendants, said that it was not right for the local authority to select for a test prescription a substance about which there was a great difference of opinion. He asked the Bench to dismiss the summonses on the payment of a minimum amount of costs. The chairman said that Messrs. Parkes, Nicoll, Morgan, Timsons, Ascotts, Carter and Boots would be fined £5 5s. each with £2 2s. costs, and Messrs. Whineray and Cartwright £1 1s. each with £2 2s.

**A Returned Shipment.**—In Shoreditch County Court, London, on March 2, Evens, Orchard & Co., merchants, Chiswell Street, E.C., sued F. H. Taylor & Sons, Ltd., glass merchants, Seven Sisters Road, N., to recover the sum of £12 5s. 11d. Mr. Goodman, counsel for the plaintiffs, said that the claim was with reference to 10 gross of medicine glasses, which the plaintiffs purchased from the defendants, which were shipped to Australia. On arrival, they were found to be defective, inasmuch as there was insufficient marking on the glasses, and they were unreadable. They were sent back to England, and the defendants paid the plaintiffs £12 5s. for the 10 gross. The defendants, however, refused to pay the freight charges to and from Australia, the amount claimed. The defect in the glasses was pointed out to the defendants, and Mr. Taylor, of the defendant firm, apparently agreed they were defective, as the cheque for £12 5s. was paid immediately. Mr. L. G. Evens gave corroborative evidence. He agreed, in cross-examination by Mr. Taylor, of the defendant company, that they had done business together for some years, and this shipment was the first they had had to complain of. The plaintiffs were well known in the trade as shippers, and the defendants were also known and had a good name. Mr. Taylor said that the glasses were only taken back because they knew they could sell them again, and, as a fact, they were shipped again to Australia. He produced a sample of the glasses and Mr. Evens also produced one. The deputy judge pointed out that there was no letter from the defendants saying that in their opinion the glasses were all right, but to satisfy a customer they would take them back. He could not accept the defendants' denial that these glasses were defective, but was satisfied that the defendants admitted they were. He gave judgment for the plaintiffs for the amount claimed, with costs.

**A Hire-Purchase Transaction.**—In Shoreditch County Court, London, on February 28, Brown Bros., Ltd., wireless apparatus dealers, Great Eastern Street, E.C., sued Mr. O. M. Ellis, chemist and druggist, Worthing, to recover the sum of £12 6s. 11d. for a two-valve Cleartron wireless apparatus supplied in December 1926. Mr. Turner appeared for the plaintiffs and Mr. Cohen, barrister, for the defendant. Mr. Turner said that the plaintiffs had a branch at Cardiff, and they became the local distributors for Cleartrons, Ltd., who made radio sets. The defendant, who had a business at Coleford, bought and paid for a set, and became a sub-agent. It was part of the arrangement that Browns only supplied these sets when cash was paid for them, but if anybody wanted to purchase on the hire system, Cleartrons carried it out. The defendant got an order from a Mrs. Ellis, of Streatham, and as it was required on the hire-

purchase system, he filled in the forms and sent them along to Messrs. Brown. They, in due course, forwarded that order to Cleartrons, a firm that had now gone into voluntary liquidation. As there was a lot of delay, Mr. Ellis rang up the Cardiff branch, and on his instructions a two-valve wireless set was at once forwarded to Streatham; Brown Bros. at once notified Cleartrons not to send another one, but another one was sent, he understood. Mr. Cohen: I may say we have never received a second set. Mr. Turner went on to say that in the first place Messrs. Brown purchased these wireless sets, paying cash for them and getting their ordinary trade profit, so that in this case the makers had already been paid by Messrs. Brown for this set, and afterwards Mrs. Ellis paid them the hire-purchase money in full, so they got their money twice. Mr. Ellis, giving evidence, said that these wireless sets were introduced to him by Messrs. Brown's traveller, who said they were the agents, and it was their form that he filled up for the hire-purchase, it having their stamp on it. He kept the first two-months' subscription for his commission, and after that Mrs. Ellis paid the rest of the money. Judge Cluer said the case turned on whether Brown Bros. were represented as agents; he thought they were, and from the fact that the stamp was on this hiring form, it clearly might lead the defendant to think that they were carrying through the work. It seemed certain that there was no definite purchase by the defendant, and under the circumstances there would have to be judgment for the defendant, with costs.

**Herbalists not to Sell Chemists' Articles.**—In the Chancery Division of the High Court, London, on March 6, Mr. Justice Clauson heard a motion on behalf of Messrs. W. Finemore and J. Stevens, trustees of a Birmingham friendly society, and Mr. W. J. Partridge, chemist and druggist, of the Ideal Pharmacy, Bordesley Green, Birmingham, for an injunction to restrain Mr. W. A. Starkey and his wife, Mrs. Alice Mary Starkey, from carrying on business in breach of a restrictive covenant. Mr. Jolly, for the plaintiffs, said that the society laid out a building estate at Bordesley Green, and took steps to ensure that no competing businesses should be started upon it. In August 1926 Mr. Partridge purchased a plot upon which he now had a pharmacy, and he covenanted not to carry on any business there except that of chemist and druggist. Subsequently the defendant, Mrs. Starkey, purchased a plot a few yards away, and she covenanted not to carry on any other business than that of a herbalist, and also that her business should not include the sale of any drugs, articles or things usually incorporated in the business of chemist and druggist. The defendants were carrying on a business which seriously resembled Mr. Partridge's, and they were admittedly selling cod-liver oil, friar's balsam, bismuth lozenges, Beecham's pills, malt extract, Brompton Hospital lozenges, yeast tablets and Andrews liver salt, all of which were the ordinary stock-in-trade of a chemist and druggist. Mr. Walters, for the defendants, said he must admit that plaintiffs' complaints were justified in regard to some of the articles. If, however, a covenant like this were construed strictly, it would prevent the defendants from selling herbs, and therefore the injunction should be confined to certain specified articles. His Lordship: Do you suggest that everything a herbalist sells is in the category of things usually incorporated in the business of chemist and druggist?—No. The Judge: Then your clients will be perfectly free to sell anything a herbalist usually sells that does not come within that category. Mr. Walters: How are they to tell?—The Judge: They can tell perfectly well. His Lordship said it was perfectly obvious that a considerable proportion of the goods the defendants were selling were things which were usually incorporated in the business of a chemist and druggist, and he therefore granted an injunction restraining them until the trial from selling such things on these premises, 113 Finemore Road, Bordesley Green.

**Apprenticeship Fee Returned.**—In the High Court, Dublin, on March 5, an application arising out of the voluntary winding up of Thomas Furling & Co., Ltd., Upper Merrion Street, came before Mr. Justice Meredith. Mr. Gavan Duffy applied on behalf of Mr. George



Munro, the liquidator, that the following questions be determined under Section 193 of the Companies (Consolidation) Act, 1908:—(1) What amount, if any, is returnable out of the assets of the company to Donel O'Sullivan, Emmett Street, in respect of the apprenticeship fee paid by him to the company for the apprenticeship of his son, Donel O'Sullivan, an infant who was on October 30, 1926, apprenticed for four years to John M. O'Connell, late managing director of the company, at a fee of £100 paid by Donel O'Sullivan; (2) what remuneration, if any, should be paid to Donel O'Sullivan for services rendered to the company as assistant in the company's shop at 17 Upper Merriem Street from June 26, 1927, the date of the resolution for the winding up, to October 14, 1927. The liquidator, in an affidavit, stated that Donel O'Sullivan had now been apprenticed to Joseph O'Reilly, the purchaser of the company's business, at a fee the amount of which he (the liquidator) did not know and had not been able to ascertain. Donel O'Sullivan had acted as shop assistant, apparently under the direction of John M. O'Connell but without authority from him (the liquidator). Nevertheless he was quite willing that he should be paid a fair remuneration. He claimed £3 a week, a sum which he (the liquidator) submitted seemed excessive for an apprentice with less than a year's experience. He was aged under twenty-one. Donel O'Sullivan, in a replying affidavit, stated that the articles of apprenticeship provided for payment of salary during the apprenticeship period amounting to 5s. a week during the second year, 15s. a week during third year, and £1 a week during the fourth year. According to the usual practice of the business, an apprentice did not receive any salary during his period of apprenticeship other than return of premium paid by him. From the time of the winding-up order he was in constant attendance at the business on every week-day from 9 a.m. until 6 p.m., and frequently during this period he had to remain until 9 p.m., and on Saturdays until 10 p.m., and he twice attended on Sundays at Mr. O'Connell's request. During the day he had to attend to customers, compound prescriptions, and keep the stock in order, and his time was so fully occupied that, with one or two exceptions, he was unable to go home for lunch in the middle of the day as he had been in the habit of doing. The standard rate of wage of a qualified chemist's assistant was £3 7s. 6d. a week. So far as he could at present ascertain, the period served by him with Furling & Co., Ltd., would not count under the rules of the Pharmaceutical Society, and he would have to serve a full term of four years' further apprenticeship and pay a further fee; and the only remuneration he could get during apprenticeship was limited to a return of the fee paid. His loss was as follows:—Apprenticeship fee, £100; one-year's earnings at end of apprenticeship as qualified chemist at £5 a week, £250; total, £350. Mr. Munro, in an answering affidavit, stated that John M. O'Connell was manager of the company's business until October 14, 1927. It was most improper for prescriptions to have been compounded by an unqualified person unless, perhaps, under the closest and strictest supervision. He (the liquidator) had Donel O'Sullivan in the shop solely in the capacity of an apprentice. Donel O'Sullivan, in a further affidavit, stated that he held the matriculation certificate of the National University of Ireland, entitling him, at the end of his apprenticeship, without passing any further examination, to act as a qualified chemist's assistant. Counsel said that one could not help sympathising with the apprentice. Mr. Justice Meredith: I really think that the proper thing is to give him back the whole fee but no remuneration. You are not able to complete the contract. Mr. Duffy said the liquidator, who had every sympathy with this young man, felt himself unable to pay out the money of persons interested in the company without his lordship's direction. The apprentice's solicitors had refused to tell them what fee he had to pay to the purchaser of the premises, but apparently he had got in on satisfactory terms. Mr. C. S. Campbell (for the apprentice): I am perfectly satisfied to meet my friend by taking the £100. I think that it is quite fair. It was accordingly arranged that the liquidator should return the fee of £100.

## New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

**MOLINELLE, LTD. (P.C.).**—Capital £3,000. Objects: To carry on the business of perfumers and general export and import merchants, etc. The subscribers are E. W. Hanstock and S. F. Coles. R.O.: 61-62 Gracechurch Street, E.C.3.

**P. S. CONSTABLE & Co., LTD. (P.C.).**—Capital £500. Objects: To carry on the business of manufacturing, wholesale and retail chemists and druggists, etc. The directors are P. S. Constable and W. J. Quinby. R.O.: 59a Carter Lane, E.C.4.

**LLOYD & GREGORYS, LTD. (P.C.).**—Capital £6,500. Objects: To carry on the business of chemists, druggists, drysalters, oil and colour men, etc. The directors are C. K. Gregory, B. W. Gregory, and H. B. Lloyd. R.O.: 418 High Street, Cheltenham.

**A. C. WAGNALL, LTD. (P.C.).**—Capital £100. Objects: To carry on the business of chemists, druggists, patent-medicine vendors, opticians, etc. The directors are C. S. Mason, M. Cowen, and A. C. Wagnall. Solicitors: Wingfields, Halse & Trustram, 7 Queen Street, E.C.4.

**HALL & HUDSON, LTD. (P.C.).**—Capital £2,000. Objects: To carry on the business of photographers, manufacturers of and dealers in photographic apparatus and requisites, etc. The directors are J. C. Hall and W. Hudson. R.O.: Potters Buildings, 16 Warser Gate, Nottingham.

**FRANCIS COIFFEUR DE DAMES, LTD. (P.C.).**—Capital £18,000. Objects: To acquire the business of hair-dressers, wigmakers and perfumers now carried on by A. Ghirelli and H. Armspach at 3 Hanover Square, W., and elsewhere as "Francis." The subscribers are: A. Ghirelli and H. Armspach. R.O.: 3 Hanover Square, W.1.

**KADEE, LTD. (P.C.).**—Capital £5,000. Objects: To carry on the business of manufacturers, importers, and exporters, general merchants, shippers, and traders of all kinds of compositions, compounds, paints, varnishes, and the like, etc. The permanent directors are: H. W. Ashwell, A. T. B. Kell, and R. Dunn. Solicitors: Brooke and Dyer, 25 High Street, Doncaster.

**BEATL SALES, LTD. (P.C.).**—Capital £5,000. Objects: To carry on the business of general merchants, traders and dealers in goods, produce, machinery, chemicals and all other materials, and in particular articles made from moulding powders manufactured by the Beetle Products Co., Ltd., or others. The subscribers are K. M. Chance, M.A. (Cantab.), and J. Josselyn. Solicitors: Bristows, Cooke & Carpmal, 1 Copthall Buildings, E.C.

**MILTON SALES, LTD. (Public Company).**—Capital £201,000. Objects: To carry on the business of chemists, druggists, drysalters, oil and colour men, manufacturers of and dealers in chemical, bleaching, pharmaceutical, medicinal, disinfecting, industrial and other preparations and articles, etc. The directors are Colonel Sir George M. Brown, D. M. Rogers, N. W. Wild, E. R. Alltree, and F. J. Palmar. R.O.: John Milton House, 125 Bunhill Row, E.C.1.

**MONROE CHEMICAL Co., LTD.**—Mr. W. H. F. Mattinson has been appointed managing director of the Monroe Chemical Co., Ltd., the manufacturers of Putnam Fadeless Dyes, in place of Mr. Thomas B. Wall, who in future will devote himself to opening up new territory.

**EVANS SONS LESCHER & WEBB, LTD.**—The report of the directors for 1927 states that the capital reserve account has been augmented by £1,248 4s. 4d. out of reserves not now required. Mortgages have been reduced by £500 and the mortgage redemption fund increased by £1,077 18s. 4d. The report also states that while there has been a steady increase in the business transacted, the unsettled conditions of trade generally have again affected the trading profit, which, after writing off all establishment expenses, and making provision for depreciation and bad and doubtful debts, amounts



to £20,984. The balance transferred to balance sheet is £15,495, plus £3,516 brought forward, making a total of £18,651. Out of this provision is made for mortgage redemption fund (£1,077 18s. 4d.), interest on credit notes to bankers (£2,719 13s. 2d.), leaving a balance of £14,853, which it is proposed to apply to the payment of a 6 per cent. dividend on the preference shares up to June 30, 1927 (£7,254), carrying forward £7,599. The directors are again not asking for any allocation for directors' fees. Mr. I. V. L. Fergusson, a nephew of the chairman, was appointed a director on July 1; according to the articles of association he retires and being eligible offers himself for re-election; Messrs. W. C. Brinson, C. E. M. Andersen and H. E. Webb also retire and being eligible offer themselves for re-election.

### Receiving Order Rescinded

**Re Arthur Anderson** (trading as Hudson & Co., gum and shellac merchants, and Argonaut Varnish Co., varnish manufacturers), Bevis Works, Atlas Road, Victoria Road, Willesden Junction. An application was made to Mr. Registrar Warmington, on February 22, at the London Bankruptcy Court, for approval to a scheme under which the creditors in this failure will receive a composition of 5s. in the £. Mr. Walter Boyle, Senior Official Receiver, reported that the applicant failed in October 1927 (*C. & D.*, November 26, 1927, p. 665), with provable claims amounting to £17,129; the assets were valued at £1,933, and as a sum of £4,712 would be required for the payment of the composition and expenses, the proposal was reasonable and calculated to benefit the general body of creditors. His Honour approved the scheme and rescinded the receiving order.

### Winding Up Order Made

**Re Mercer Ward, Ltd.**, 302-8 Regent Street, London, W.—Under a compulsory winding-up order, the first meeting of creditors and shareholders was held on February 16 at the Carey Street offices of the Board of Trade, Lincoln's Inn, W.C. Mr. G. D. Pepys, official receiver, reported that the company was registered as a private company on January 19, 1921, with a nominal capital of £1,000, and was formed for carrying on the distribution of proprietary medicines. The trading throughout resulted in a gross profit, but a small net loss. A debenture for £200 was issued, and in January last Mr. H. A. Furber, F.S.I., 3 Warwick Court, Gray's Inn, W.C., was appointed receiver for the debenture holder and took possession of the assets. A statement of affairs had been lodged showing liabilities £1,954, against assets valued at £141, and a total deficiency of £2,312 with regard to contributories, the issued capital being 500 £1 ordinary shares. The failure was attributed to over-advertising in the early part of 1926, the full value of which was never recouped owing to the general and coal strikes, also to the stoppage of credit facilities by the company's advertising contractors in October 1927. The liquidation was left in the hands of the official receiver.

### Private Arrangement

**Philli-Mirano (1925), Ltd.**, Manufacturing Chemists, Grotan Road, Earlsfield, London, S.W.—A meeting of the creditors was held recently at the offices of Haynes & Baker, accountants and auditors, 93 Mortimer Street, London, W. The chair was occupied by Mr. W. F. Baker, who stated that on December 8 last he was appointed to act as receiver for the debenture holder. A balance-sheet was prepared at that date, which showed total liabilities of £7,282 9s., made up as follows:—Issued capital, £100; debentures and interest, £3,177 4s. 2d.; and sundry creditors, £4,005 4s. 10d. The latter sum consisted of trade creditors, £1,129; expense creditors, £30; Messrs. Phillips, £2,697; cash creditor, £40; and bankers, £100. The assets comprised goodwill, £600; plant and machinery, £364 4s. 2d.; furniture and fixtures, £417 8s. 2d.; stock, £1,000; deposits, £20; book debts, £1,230 9s. 1d.; and there was a debit balance on the profit and loss account of

£3,650 7s. 7d. Mr. Baker said that the creditors had been called together in order that they might become aware of the position. It was one of those cases where it was desirable that no steps should be taken by creditors. He added that the company was registered in May 1926 with a nominal capital of £100, and at the outset only the two signatory shares were allotted. At the end of the first seven months trading accounts were prepared which showed purchases of £2,109, against sales of £1,571; there was a gross profit of £471, and a net loss of £898. When the company was formed it was agreed to purchase a business from Mr. Phillips for £3,000, payable by debentures. At the end of June 1927 further accounts were prepared, and they disclosed a net loss of rather more than £1,000. Up to that date the margin of gross profit had been somewhat low as a quantity of stock had been utilised for experiments. Under ordinary circumstances a question might arise with regard to the debentures, as they exceeded the amount of the issued capital. The matter, however, had been before the Court, and it had been held that the debentures were in order. Mr. Baker added that a client of his became interested in the company, took over certain of the debentures, and appointed him as receiver in the place of another professional gentleman who had been occupying that position. His client believed that there was a future for the business, and was prepared to finance it. It was realised that the business could not continue on its old lines, but an advertising scheme had been inaugurated, and if it was successful, the position would improve. Since his appointment the sales had gone up considerably, and the proposal was to continue the business until the end of June. The position would then be reviewed, and if the business had turned the corner, his client would make an offer to the creditors. It would be appreciated that if the assets were now realised there would be insufficient to pay the debentures in full, and there would be nothing for the ordinary creditors. There were substantial orders in hand, and the company had adopted a guaranteed sales policy. If after three months goods supplied by the company to the chemists were not sold, they were taken back and replaced by fresh stock. In answer to a question, Mr. Baker said that since his appointment the sales policy of the company had been somewhat modified, and a bonus scheme had been instituted. It had to be remembered that in certain proprietary lines it was customary for generous terms to be given by the manufacturers to the retailers. Mr. Phillips was a large creditor, and he would be prepared to withdraw his claim against the company until the other creditors had been paid in full. A short discussion took place, during which the creditors expressed the opinion that the business should be continued, and that in the meantime no proceedings should be commenced against the company.

### Wills

**THE REV. LIONEL ARCHIBALD MCCLINTOCK NEWBERY**, M.A., of Christ Church Vicarage, Winchester, Hants., formerly connected with F. Newbery & Sons, Ltd., who died on December 26 last, intestate, left estate of the gross value of £3,917 12s. 1d., with net personalty £3,298 7s. 10d.

**MR. SPENCER BOYD CORTIS STANFORD**, of Stanford Street, Clydebank, and of Lennoxbank, Balloch, Dumbartonshire, chemical manufacturer, who died on November 21 last, left personal estate in Great Britain valued at £7,648. Probate of the will has been granted to Mrs. Margaret Dewar McAree Cortis Stanford, of Lennoxbank.

**MR. JOSEPH EDWARD EVANS**, of 69 Leytonstone Road, Stratford, E., chemist and druggist, who died on December 27, aged fifty-one years, intestate, left estate of the gross value of £5,349 5s. 2d., with net personalty £3,077 5s. 6d. Letters of administration have been granted to his widow, Mrs. Winifred Emma Evans, of the same address, and Daniel Charles Evans, medical practitioner, of Llwynon, Tumble, near Llanelly, Carmarthen.



## Festivities

### Lombard Social Club

THE sixth annual concert of the Lombard Social Club (Whiffen & Sons, Ltd.) was held at the club room on February 22. Mr. Thomas J. Whiffen, one of the senior directors, took the chair and was supported by other directors and their friends. Over 300 were present. Among those who contributed to the programme were Mr. A. E. Macfarlane, Mr. Arthur Ray, Miss Kirkpatrick, Mr. and Mrs. Peter Van Dyke, Mr. Alf. Robson, Mr. Clive Watts, Mr. Jack Osborne, Mr. Arthur Bagwell, Mr. D'Lonra, Mr. Lew Castle, and Mr. Frank Gates. Mr. Thomas J. Whiffen apologised for Mr. W. George Whiffen's absence and that of Mrs. T. J. Whiffen. Great credit, added Mr. Whiffen, was due to Mr. A. E. Bagwell, the musical director and secretary, also the committee, Messrs. Filby, Batcheler, Young, Ramsey and Silvester, for having produced so excellent an entertainment.

### A Plymouth Annual Function

THE Plymouth and District Pharmacists' Association held their second whist drive, supper and dance for the season at the Royal Hotel on February 29. The guests, numbering 220, were received by the president (Mr. Woodrow) and Mrs. Woodrow. Among those present were the Mayor and Mayoress (unofficially), the deputy-Mayor, an ex-Mayor, and several other leading citizens. After an enjoyable game of whist, at which Messrs. Shelton and U'Ren acted as M.C.s, supper was served in the dining room. Dancing took place in the ballroom, the Leap Year dance (in the twilight) and the Paul Jones proving very popular. During dancing Mrs. Woodrow presented the whist prizes as follows:—*Ladies*: (1) Mrs. Coad, (2) Miss Jackett, (3) Mrs. Parsons. *Gentlemen*: (1) Mr. Gill, (2) Mr. Jenkins, (3) Mr. Trenhaile. The prizes are always provided by the Association, but on this occasion an exception was made in one case, the second gentlemen's prize being presented by the Plymouth Apprentices' and Students' Association. The pharmacists were asked to accept this prize to mark the good feeling existing between the senior and junior sections. After the presentation of prizes the president expressed the gratitude of the Association to the secretary of the social committee (Mr. C. Condry U'Ren) for his work in organising these functions for the last few years, and on behalf of the committee presented him with a silver cigarette case, suitably inscribed. Mr. U'Ren thanked those present for the unexpected honour. The committee responsible for the arrangements consisted of Messrs. Woodrow (chairman), Shelton, Lewis, Golop and C. Condry U'Ren (secretary). Messrs. Attewell, Harvey, Ralph and Spear acted as stewards.

### Function at Newport

THE annual dinner of the Newport Chemists' Association was held at the Westgate Hotel, Newport, recently. A representative gathering attended. Mr. C. C. Giles (president), who took the chair, was supported by Mr. Herbert Skinner (president of the Pharmaceutical Society), Mr. F. W. Gamble, Dr. Howard Jones and Mrs. Jones, Miss E. N. Shelley, Mr. C. A. Nyblad, and others. Mr. C. C. Giles proposed "Our Guests." He pointed out that Mr. Herbert Skinner was the first public pharmacist who had been elected president of the Pharmaceutical Society. No president had given the Society more self-sacrificing service. His motto appeared to be "Service which in every way may tend to the betterment of pharmacy." Mr. Gamble had likewise performed invaluable work. In response, Mr. Herbert Skinner said it was a president's privilege to get in touch with local associations all over the country. By this means the activities of the Society became more widespread and a better spirit of goodwill prevailed. Mr. Gamble pointed out that the innovation of dances after their Association dinner was a sign of the times. Youth was coming into its own in pharmacy, but the most remarkable change was occasioned by the advent of women in pharmacy. Mr. F. Clarke, vice-president of

the Association, proposed the health of the ladies in a happy speech, to which Miss Shelley responded. The health of the visitors was given by Mr. W. H. Padget, who pointed out that representatives of the medical, dental, legal, and nursing professions were present. There was a happy band of visitors from the "neighbouring village of Cardiff." Mr. Hague was a welcome Cardiff visitor, and Mr. Winchester a worthy representative of the wholesale houses. Mr. S. W. Hague, responding, said he could visualise the day when Cardiff would be a suburb of Newport. "The Newport Chemists' Association," coupled with officials past and present, was given by Dr. F. W. Robertson, and Mr. A. Bloom responded. An enjoyable dance carried on the festivities until 2 a.m., and an attractive side-show was provided in a cinematographic entertainment.

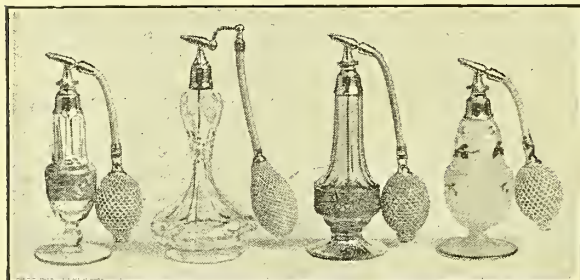
### Liverpool Chemists' Dinner

THE annual dinner of the Liverpool Chemists' Association was held at the Midland Adelphi Hotel on February 29, the president (Mr. John Jones) in the chair. Among the guests were the Lord Mayor of Liverpool (Miss Margaret Beavan), the president of the Pharmaceutical Society (Mr. Herbert Skinner), and the Mayor of Christchurch (Mr. Hubert J. Martin, who is also chairman of the Retail Pharmacists' Union Executive). In proposing "The Pharmaceutical Society of Great Britain," Mr. J. L. Hirst, ex-president of the Association, alluded to the journey recently undertaken by Mr. Skinner through Canada and the United States, a visit which had fostered fraternal interests and strengthened the existing good feeling. Mr. Skinner, acknowledging the toast, said it gave him very great pleasure to visit Liverpool once again. One thing that intrigued him was Liverpool itself, and he had come to the conclusion that Liverpool was not a city but a sort of nucleus of the Empire. They found throughout the country that helpful criticism was the soul of life, and they got a fair amount of that in Liverpool, where the Association had set an example in respect to the Benevolent Fund, and the seed they had sown would soon ripen throughout Great Britain. With regard to the Departmental Committee, he felt confident that they would have a united party that would prevent anything being done against their interests. "We feel," he added, "we have the pharmacists of the country at our back, and I shall welcome the Committee's report when it comes. If there is anything unfair in it, I shall be prepared to take my share in the fight." Mr. Skinner also referred to the education "cross-over" which would take place next year, and said he was sure they would do the right thing in making the cross-over as easy as possible. On behalf of the Council and the vice-president (Mr. L. Moreton Parry), he expressed hearty appreciation of the sentiments uttered, and was sure they could bank on it in the future. (Applause.) "The City of Liverpool" was submitted by Mr. H. Humphreys Jones. The Lord Mayor, in reply, said it was somewhat risky for a society of men to ask a spinster to dine with them on February 29. (Laughter.) Miss Beavan, in the course of a delightful speech, acknowledged the part played by pharmacists in safeguarding the health and wellbeing of the community. The medical officer of health for the city had told her that it was customary for his department from time to time to test chemists' work, and that it was very rarely that any chemist made any mistake. Mr. W. Gill Hodgson, secretary of the Liverpool National Health Insurance Committee, proposed "The Liverpool Chemists' Association," observing that it had a career of over eighty years. The fact that in only seven cases out of 150 tests real action against chemists was necessary showed the care that was taken in dispensing. Mr. John Jones, in reply, said it had always been the endeavour of the Liverpool Chemists' Association to foster the profession of pharmacy. "Our Guests" was proposed by Mr. J. G. Wallbridge, vice-president of the Liverpool Chemists' Association. Mr. Hubert J. Martin responded. Pleasing musical items were rendered by Madame Freda Holland (harpist), Miss Gladys Simcoe (humorous entertainer), Miss Vera Taylor and Mr. Robert Hunter (vocalists), and Mr. Roy Taylor (accompanist).



## Perfume Sprays

THERE is a marked tendency to regard perfume sprays as a comparatively recent innovation, but the practice of spraying perfume is by no means of recent origin. Visitors and guests in the East have always been welcomed by the observance of quaint customs such as garlanding and sprinkling with perfume. The attar sprinkler is simply a metal flask (of copper or brass) inlaid with silver or gold, the top being perforated just like an ordinary salt or pepper container. This old Eastern custom, which persists in many districts down



DESIGNS BY BRIDGEN & GRIFFEN, COPIED FROM ORIENTAL ATTAR SPRINKLERS

to the present day, was in all probability the forerunner of the perfume spray. The exact date of the introduction of a spray is difficult to trace; but Nero used to spray the populace with perfume because they smelt unpleasant, and it is reasonable to assume that the idea, even at this early date, was not original, and that the Romans probably copied the custom from the Egyptians. There was, of course, no rubber in these days, and it must be taken that the spraying would be carried out by using some primitive apparatus along the lines of a Sass spray. In this type, it may be remembered, two tubes were held together by a bracket in

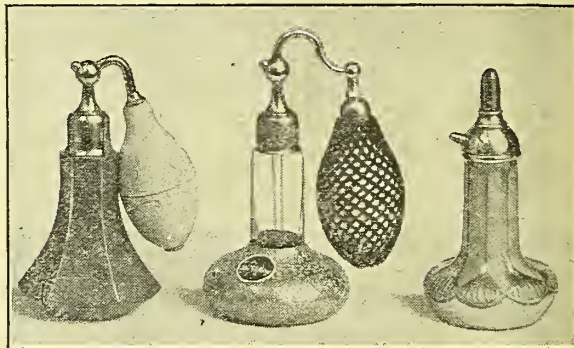


COMBINED PUFF BOWL AND SPRAY, FROM R. J. REUTER & CO., LTD.

to permit a rapid stream economical. With the advent of rubber, sprays were greatly modified, and at the present time we seem to be entering on a period during which the popularity of this article will become still greater.

Before going further, it may be advisable to define, as clearly as possible without practical demonstration, the real functions of sprays. A spray must emit the perfume or other liquid in a shower of fine, mist-like particles. This is accomplished by projecting a stream of perfume against a surface. The impact, together with the force of the current of air, shatters the fluid into minute droplets which are so tiny that it is only

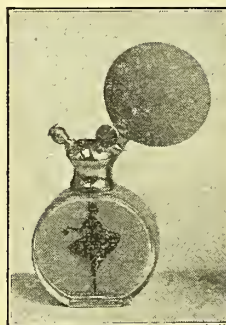
collectively that they are apparent to the naked eye. The different manufacturers used to vie with each other in efforts to produce the most perfect degree of vaporisa-



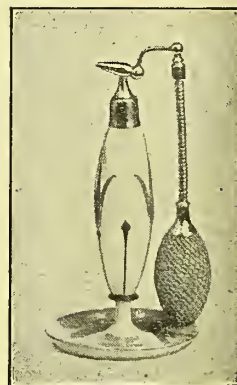
THREE DESIGNS BY THE DE VILBISS CO., LTD.: ON THE RIGHT, A SPECIMEN OF THEIR PUMP SPRAY.

tion, but nowadays it can be said with reasonable accuracy that the various firms can make bulb sprays of equal merit in this direction, and the field of competition now centres round the reliability of the component parts of the article. Most pharmacists are familiar with the spray which refuses to function, but this detail is happily becoming less frequent.

There are, broadly speaking, two styles of bulb sprays in general use—the compression spray and the vacuum spray. In the compression spray the air in the flask must be compressed to force the perfume up the delivery tube, at the apex of which the spray is created. If there is any leak at the neck of the container, the reduction in pressure will reduce the efficiency of the spray. If the tube becomes clogged, it can be cleared by passing a wire down through it. The spray continues to function until the pressure inside has fallen to that of the surrounding atmosphere. Vacuum sprays, on the other hand, will function even without any stopper. They are based on the same principle as the Sass spray already described, and cease action immediately the finger is taken off the bulb. While these are the governing principles, it is found in actual practice, a somewhat delicate matter to adjust the outlet of the delivery tube so that a sufficiently fine vapour will be produced. There are also many modifications of the principles to subdivide the droplets still further or project only the finer of them. The most common of these is the method of creating a spray inside the flask by directing the stream of perfume against the side of the vessel. The



POCKET BULB SPRAY, BY R. J. REUTER & CO., LTD., SUITABLE FOR THE HANDBAG.



BASE OF SPRAY ADAPTED AS CIGARETTE-ASH OR PIN TRAY, BY R. J. REUTER & CO., LTD.

finer particles are blown out at the nozzle, while the heavier ones subside and mingle with the bulk of the perfume at the base of the spray. Many devices for

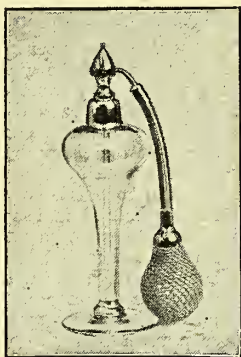


variations in the actual nozzle of the spray, with the object of attaining the same end, have been devised.

Few of the sprays on the market are made in Great Britain, the main sources of supply being France, Czechoslovakia, and the United States. There are many points worth watching when buying sprays. The article which is least likely to go out of order is the one which is most certain to please the public and reflect most

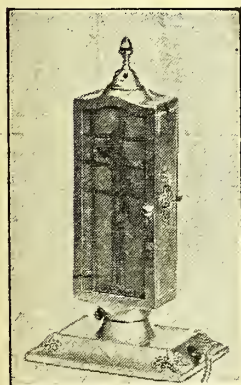


PUMP SPRAY SUPPLIED  
BY MARCEL FRANCK



SPRAY IN WHICH NOZZLE  
HAS BEEN ELIMINATED  
BY MARCEL FRANCK

credit on the seller. Pewter and other soft metals were formerly used in the manufacture of the mounts and delivery tubes, but these have now been given up in favour of a special solid brass alloy. In these days of synthetic perfumes the metal used is a very important factor. Rubber is at the best perishable, and some qualities are more so than others: good quality in rubber is a golden rule when buying. Perhaps the most frequent cause of trouble is the valve in the bulb, but this is often the fault of the user in allowing perfume to run into the bulb. Joints should be of uniform size, and the screws of a standard gauge, so that when it becomes necessary to fit a new part the minimum of inconvenience will be experienced. The delivery tube should be straight, not curved, so that the chances of it becoming blocked are small. If the part of the delivery tube immersed in the perfume is of glass, corrosion will not result, and the colour (if not odour) of the perfume be maintained. At least one firm issue a guarantee, undertaking all repairs indefinitely and vouching for the rubber bulb for twenty-one years. Having paid due regard to the above features the question of choice enters. The

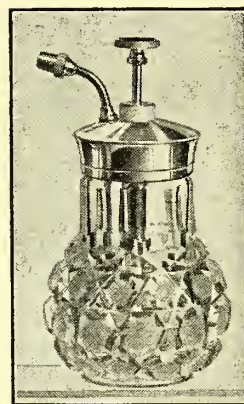


MODELS OF ELECTRIC INCENSE BURNERS, SUPPLIED BY THE  
DE VILBISS CO., LTD.

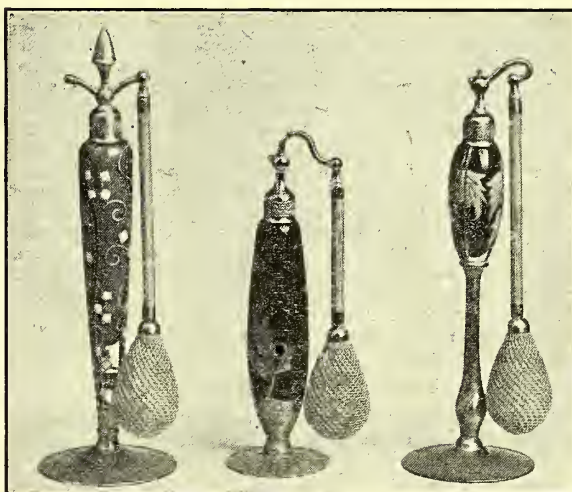


very compact. The working principle is fundamentally the same, and the designs are usually in the best style. There is also the plunger pump spray, which eliminates the rubber bulb, but is otherwise similar to the ordinary compression spray. A recent novelty is the perfume pet spray. This has collapsible sides, and functions in much the same manner as an oil can. With varying shapes and drapings to represent different trinkets, e.g., a black cat, this innovation appeals to children as well as being ideal (unbreakable) for carrying in the handbag. Many of the larger city and provincial cinemas now use a large type of piston spray to perfume the atmosphere.

A brief mention may be made of another method of imparting fragrance to the atmosphere. Incense burning is a very old custom. There is in use to-day a series of incense sticks described as Amulettes which are very reasonably priced and effective. The sticks are of assorted perfumes and the popular support is a small reproduction of a Chinese idol in ivory or bronze finish, with two receptacles for the incense sticks. The ordinary type of incense burner is a model of a wick burner of highly artistic design, which can be filled with any favourite



PLUNGER PUMP SPRAY,  
BY BENTON & STONE,  
LTD., BIRMINGHAM



DESIGNS OFFERED BY THE DE VILBISS CO., LTD.

perfume. Electric incense burners are now coming into vogue. The perfume is placed in a small basin at the top of an enclosed chamber, inside which is an ordinary electric bulb; the heat from the bulb gradually vaporises the perfume.

The various illustrations on these pages represent different designs and models of sprays manufactured by the following firms: Benton & Stone, Ltd., Enots Works, Bracebridge Street, Birmingham; Bridgen & Griffin, 25 Bartlett's Buildings Holborn Circus, London, E.C.4; De Vilbiss Co., Ltd., 27 Old Bond Street, London, W.1; Marcel Franck, 12a Golden Square, London, W.1; and R. J. Reuter Co., Ltd., 69 Carter Lane, London, E.C.4.

deciding factor is a matter of personal opinion on the artistic merit available, within the limits of price.

So far, bulb sprays alone have been discussed; but there are several other types, though none of them rivals the bulb spray in popularity. The pocket varieties of pump sprays find much favour for the handbag, and are

**CUBAN IMPORT DUTIES.**—A new Customs tariff was brought into operation in Cuba on October 26 last, under which the duties on proprietary medicines and biological products are practically double those formerly in effect. The duties on other pharmaceutical preparations are, however, maintained at the old rates.



## Absolute Flower Oils

### A Comparison of the Enfleurage and Volatile Solvent Products

By W. A. Poucher, Ph.C.

It has been known for centuries that the perfume of fresh flowers is readily absorbed by fats and fixed oils. When the French manufacturers commenced business operations at Grasse many years ago, they used mainly the process of enfleurage, which was really an improved and industrialised absorption method previously carried out in a somewhat crude manner by the Early Egyptians and Greeks. The latter used sesame and olive oils, whereas the former confined their attention to animal fats. The use of animal fats in preference to purified petroleum jellies is not due to any deficiency in absorption power on the part of the petroleum products, but is chiefly on account of the ease with which the absorbed perfume is subsequently separated from fats. Many years of experience have shown that a mixture of two parts of lard to one part of beef suet yields the best results. These fats are, of course, specially purified and washed with solution of alum. They are afterwards preserved, very much in the manner of benzoated lard, by digestion with one or other of the aromatic gum resins, and for exceptionally fine products additions are made of orange blossom during the process. The preparation of large quantities of such fats takes place during the winter months, and cool storage is effected in the cellars and basements of the Grasse factories.

The enfleurage process was, many years ago, used for the extraction of most flowers; but with the improvements in the volatile solvent process (to be mentioned later), it is now used almost only for the extraction of *jasmin* and *tuberose*, the crop of the former being collected from July to October (on rare occasions to the middle of November) and that of the latter from August to a similar date. The reason for the application of this process to the two above-mentioned flowers is that even after they are picked, and provided conditions are conducive, they continue to live and produce perfume. In the case of other flowers, such as roses and violets, the aromatic principles are in the free state, and no new fragrant materials are produced after the flowers are collected. In the case of *jasmin* and *tuberose*, however, the perfume occurs as a glucoside, which by enzyme action is split up into glucose and essential oil. This reaction depends upon the removal and absorption of the perfume as it is produced, and continues until the whole of the glucoside is decomposed. The most suitable known absorptive medium is fat, and hence the success of enfleurage in relation to these two flowers.

#### THE ENFLEURAGE PROCESS

The process is carried out in a very simple manner. The melted fat is painted on both surfaces of glass plates which rest in wooden frames called "chassis." A margin is left all round the glass plate, and the absorption surface is increased by criss-crossing with a wooden fork and so producing shallow grooves. Thin layers of flowers are uniformly spread over the fat surface, and several chassis are placed one upon the other in tiers, each space being thus enclosed and the perfume absorbed by both the upper and lower layers of fat. *Jasmin* flowers become exhausted in twenty-four hours, and *tuberose* flowers in about double this time. Fresh flowers replace these, the chassis being reversed each time, until the fats are fully charged with perfume. This highly impregnated fat is removed and called "pomade." The pomades are suspended in two or three washings of alcohol in shaking machines, and after filtration constitute the so-called "extracts." Until a few years ago these were the principal constituents of finished perfumes, but to-day a further process makes their use much more convenient. Thus the extracts are placed in a freezing mixture, which precipitates the greater part of the dissolved fat and is removed by filtration. The resulting alcoholic extract is distilled *in vacuo*, the solvent being removed and the "enfleurage absolu" left behind in the retort. Until quite recently these products were solid at atmo-

spheric temperatures, owing to their containing fatty acid glycerides which had remained in solution in the alcohol; but by an improved process almost all of these glycerides are now removed, the smallest quantity of oleins only remaining mixed with the absolute flower oil.

The volatile solvent process was known as early as 1835, but it was not until 1879 that Naudin patented an apparatus which made its industrial application possible, and, of course with subsequent adjustment and improvement, a great success. Experience has shown that the best solvent is light petroleum ether, s.g. 0.650 at 15° C., which has been purified by treatment with acid and alkali and subsequent rectification. The fresh flowers are placed in perforated cylinders, and these are fitted into extractors, each of about 100 gallons capacity and arranged in series. They are hermetically sealed, and the solvent runs through each in turn and eventually reaches a vacuum still, where it is evaporated off and condensed again into the solvent tanks, while the flower extract remains behind in the retort. The petroleum continues to circulate through the battery of extractors until each in turn is exhausted, when fresh flowers are introduced. This is effected without interfering with the continuity of the process. The flower extract left behind in the retort represents the essential oil, together with those plant resins and waxes which have been dissolved out by the solvent. It is known as "concrete" or P.N.S. (*parfum naturel solide*). The yield, calculated as fresh flowers, is for *jasmin* 0.3 per cent. and for *rose* 0.211 per cent. The process is, of course, applicable to all flowers and many other plant products, and percentage yields, etc., may be found on referring to the writer's works. The P.N.S. is now shaken in special machines for twenty-four hours with strong alcohol, and this dissolves the flower perfume and soluble waxes. Extraneous matter, consisting mainly of insoluble waxes, is removed by filtration. The soluble waxes are removed from the alcoholic filtrate by freezing at about -20°. The solvent is now removed by distillation *in vacuo*, and the absolute flower oil is left behind in the still. Some of the principal yields are as follows:—

1,000 kilograms of	Grams of absolute	% yield absolute from concrete
Orange blossom .. ..	609	21.5
Roses .. ..	683	28.4
Tuberose .. ..	33	3.34
Violet leaves .. ..	18	1.68
Jasmin .. ..	240	8.0

The relative importance of these processes is as follows:—

Flowers	Distillation	Enfleurage and maceration	Volatile solvents
Cassie .. ..	—	20	80
Jasmin .. ..	—	10	90
Jonquille .. ..	—	10	90
Narcissus .. ..	—	—	100
Orange blossom .. ..	10	10	80
Rose .. ..	10	10	80
Tuberose .. ..	—	20	80

It will be observed that by far the largest percentage of flowers is treated by the petroleum ether process, but there is still some doubt as to the relative values of the two processes in reference to the odour evaluation and yield of the absolutes from *jasmin* and *tuberose*. The enfleurage product is generally considered superior in odour rather than in yield. The difference in yield, however, was shown by Nivière to be inconsiderable, since 1,000 kilograms of *jasmin* gave:—By enfleurage, 5 to 6 kilos of concrete, containing 25-28 per cent. of absolute, i.e., approximately 1.25-1.5 kilos; by volatile solvents, 1.3-1.4 kilos of absolute. The recently published work of von Soden rather disproves these results, since this chemist, after extracting several thousand kilograms of *jasmin* flowers, obtained a relative yield as between enfleurage and volatile solvents of 5-2 (no figures are given) (*"Deutsche Parf. Ztg."* II (1925), 149, through Schimmel's Report, 1926, 65). It is possible that the market price of these two oils may be considered a better criterion of the yield; for while the finest *jasmin* absolute by volatile solvents is to-day worth,



in the pure state, about 80s. per oz., the enfleurage absolute can be bought for about 25s. per oz.

With reference to the question of odour, it is known that natural jasmin perfume contains indol, a very important constituent in determining the characteristic odour of the flower. When treated with volatile solvents the further production of perfume in the flower at once ceases; whereas since the flower continues to live on the chassis it necessarily follows that more perfume is produced, hence a greater yield of indol in the essential oil by the enfleurage process. The experiments of Cerighelli ("Comptes Rendus," 179 (1924), 1193) have shown that in twenty-four hours jasmin flowers contain from three to four times as much indol as when they commenced flowering.

According to H. von Soden, however, when jasmin flowers are extracted with light petroleum their fragrant substance is obtained in a much purer and more nearly perfect state than with the enfleurage method. Extraction, he thinks, recovers precisely those very important and as yet unknown odorous compounds which, owing to their low degree of volatility, remain behind in the enfleuraged waste flowers with the enfleurage method and are with difficulty absorbed into the fat. Flowers which remain lying on the chassis for from twenty-four to forty-eight hours undergo radical changes while fading; new compounds arise in them and affect the recovery of odorous substances originally present in them which were left behind.

With a view to clearing up the comparative odour values of the essential oils prepared by the two above-described processes the author obtained from a well-known firm at Grasse representative samples of guaranteed pure enfleurage absolutes of jasmin and tuberose, and made the following comparative tests with absolutes by volatile solvents: One c.c. of a one per cent. alcoholic solution of each product was placed upon inodorous absorbent paper and suspended in the air for one week. It was immediately noticed that the strength of the volatile solvent absolute was greater by some two or three times. At the end of one week both perfumes were still fragrant, although the ratio of strength had become less and the enfleurage product was, if anything, a little sweeter. This would be accounted for by the presence in the latter product of small quantities of oleine—corresponding with the traces of waxes and vegetable resins in the volatile solvent absolute. With a view to establishing the value of the oleine content of enfleurage absolutes, when blended with synthetics, a comparative test was made by first preparing an artificial jasmin from benzyl acetate, benzyl butyrate, linalol, phenyl ethyl alcohol, methyl anthranilate and, among other small percentage substances, amyl cinnamic aldehyde. This compound was matured for one month, and at the end of the period was only the palest greenish-yellow in colour. Five separate units of one hundred were taken, and to each was added: (1) two units of finest volatile solvent absolute; (2) two units of enfleurage absolute; (3) four units of E.A.; (4) six units of E.A.; (5) eight units of E.A. These samples were matured for a further week and then tested upon strips of absorbent paper. It was at once evident that for strength of odour numbers 1 and 4 were about equal; there was nothing to choose between them for bouquet. Samples 2 and 3 were not so well balanced, and the synthetic note was well defined. Sample 5 was the most flowery.

All samples were compared daily for seven days, and while the strengths of numbers 1 and 4 did not show any variation, the sweetness of No. 4 became more pronounced than that of No. 1. The colour of the compound No. 1 was distinctly darker than that of No. 4. It may be concluded from these experiments that having regard to price for a given strength of odour there is very little to choose between the absolutes from the two sources, seeing that three times the quantity of the cheaper enfleurage absolute, at one-third (approximately) the price, was required to equal the odour strength of the volatile solvent absolute. With regard to both odour and colour there is, price for price, a very slight preference for the enfleurage absolute.

**RADIUM ORE FIND.**—An extensive deposit of pitchblende has been found at Gordonia, Cape Province.

## Reviews of Books

*The Mystery and Lure of Perfume.* By C. J. S. Thompson. 8½ in. by 5½ in. Pp. xvi + 247. Twenty-six illustrations. 10s. 6d. London: John Lane The Bodley Head, Ltd.

The title of Mr. Thompson's book is decidedly attractive and must have been chosen with care, because it well describes the character of the work and does not arouse expectations which are not fairly fulfilled. As the author states in his "Foreword," it is an attempt "to collect some scattered gleanings of the lore associated with odours and perfumes which have been employed by various races throughout the world. In the first five chapters the perfumes and cosmetic preparations of the Eastern nations are described, and much interesting information is given as to the sources of the substances used in the preparations of those early peoples. There are chapters treating of the perfumes of the ancient Greeks and Romans, as well as of the perfumery of the olden times of London, Italy and France. The headings of some other chapters will assist in showing the range of the author's work. For instance, there are the following:—"The French Glove Perfumers," "Perfumes of the Sixteenth and Seventeenth Centuries," "Perfumes of Shakespeare's Time," "Fumigation by Aromatic Substances," "Some Perfumed Waters" (which, by-the-bye, contains information on the perfuming of snuff, cigars and tobacco), "Perfumes Favoured by Royal and Distinguished Personages," "The Antiquity of Cosmetics—Odours Used by Primitive Races," and others. Some of the subjects upon which the author touches may be considered to be a little foreign to the work, but readers will not complain if they find some of the said subjects to be rather more curious than they expected. "The odour of sanctity" has perhaps a more distinctly ethereal character than other perfumes, nevertheless a material link is provided by means of associating with it the fact that the breath of diabetics possesses a sweet smell, as well as the fact that persons to whom turpentine (and the author might have added eucalyptus oil) has been administered diffuse the odour of violets. We have not succeeded in discovering the sanctity in these particular instances. The format, printing and binding are most agreeable. It is an entertaining volume.

## Westminster Wisdom

Notes on Parliamentary Matters.

### DRINKING OF METHYLATED SPIRITS

The Secretary of State for Scotland (Sir John Gilmour) on March 6 informed Mr. Barr that during the year ended October 31, 1927, the total number of persons apprehended for being drunk and incapable in the city of Glasgow, whose condition was believed to have been due to the drinking of methylated spirits, amounted to 435, viz., 303 males and 132 females.

### LEAD TETRA-ETHYL

Lieut.-Commander Kenworthy on March 6 asked the Minister of Health if his attention had been called to the tests carried out with petrol containing lead tetra-ethyl and the report arising out of these tests made by the Research Association of British Motor and Allied Manufacturers, in which the poisonous effects of the discharge of vapour from this fuel are described; and whether, in view of the proposed Interdepartmental Committee to be appointed by His Majesty's Government to examine into this subject and the inevitable delays in receiving a Report of such Interdepartmental Committee, he will consider issuing a preliminary warning on behalf of His Majesty's Government to the public generally concerning the use of this fuel?

Mr. Chamberlain: My attention has been drawn to this report. Immediate steps are being taken to set up the Committee of Inquiry, and they will be asked to make their investigation and present their Report with the least possible delay. The Government do not propose to anticipate the findings of the Committee by issuing a warning as suggested.



## The June Perfumery Works

THE market was already crowded with toilet preparations when the originators of the June series (Saville Perfumery, Ltd., Watford) decided to add one more member to the family, and their courage and foresight have been more than justified. The present works are situated in a busy part of Watford, conveniently near the L.M.S. station. When shown over the works we were told of an astonishingly rapid development. In the space of two years the June preparations have found their way into every town of importance in the United Kingdom, and the present works are functioning at full capacity. The series is intended for women only—so far no goods are manufactured for men's use—and comprises perfume, talcum, face powders and compacts, toilet soap, vanishing cream and solid eau de Cologne. With the exception of the last-named, all are scented with June perfume. The chief chemist, who is responsible for the invention of June perfume, attributes the swift growth of June products primarily to the character of this perfume. It may be described as subtle and distinctive, and we were assured that its formula was arrived at only after exhaustive experiment. But in addition to the popularity of the odour of the June series, credit must be given to the name that has been adopted, the style of packing and the trade mark. For the packing an attractive colour scheme, chiefly in green and yellow, has been adopted. In addition, much care has been expended in design with a view to striking the note of refinement.

The object of the proprietors in fixing prices has been to produce something distinctly high-class in appearance and in quality, at minimum prices. They point with especial pride to their talcum powder, which is the only one on the market that is packed in a glass container to retail at 1s. 3d. The trade mark is utilised in many ways—not only in showcards, but in providing a costume for a lady assistant who is seen at chemists' exhibitions, and at June demonstrations in pharmacies. Already the June output has outgrown the accommodation at present available, and in the near future it is intended to open a model works in the immediate neighbourhood of Watford which will embody the latest architectural ideas for factories. Lighting, heating and the welfare of the workers are to receive special attention, and it is anticipated that the new works will be among the finest in England and the equal, in ingenuity of planning, of anything similar in America. An excellent profit is allowed to the retailer, who is supported in many ways in his efforts to sell June goods—not only by artistic show-matter, but also by special feature displays and demonstrations on his premises.

## Trade-mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1928, p. 329.

(From "The Trade-marks Journal," February 15, 1928.)

- "PEOMONTA" on triangular device; for all goods (2), (3) and (48). By Chemische Fabrik Promonta G.m.b.H., Mullerstrasse 170-171, Berlin, N.39. 480,879/880/881.
- "BIBBY"; for all goods (2) and (47). By J. Bibby & Sons, Ltd., King Edward Street, Liverpool. 486,043/044. (Associated.)
- "CHAMPION BRAND" on circular device of bulldog ("Champion" disclaimed); for nitrate of soda for agricultural use (2). By Anglo-Chilean Consolidated Nitrate Corporation, 120 Broadway, New York, U.S.A. 483,775.
- "POUDRE CHAUMEL" on label device, including facsimile signature and triangular shape ("Chaumel" disclaimed); for a pharmaceutical preparation made in France (3). By Docteur Fumouze et Cie, 78 rue du Faubourg St. Denis, Paris. 472,983.
- "R and C" on three-cornered shape; for animal gland extracts (3). By Reed & Carnrick, 155 Van Wagenen Avenue, Jersey City, U.S.A. 477,814.
- "AIROSAN" and "AEROSAN"; for medicated inhalant tablets (3). By Aerosan G.m.b.H., 56 Klopstockstrasse, Berlin, N.W.23. 479,070/071. (Associated.)

- "SOLGANAL"; for medicinal chemicals (3). By Schering-Kahlbaum A.G., Mullerstrasse 170-171, Berlin, N.39. 486,955.
- "GLOVO"; for all goods (3). By J. Nathan & Co., Ltd., 16 St. Helen's Place, London, E.C.3. 486,567. (Associated.)
- "EVER READY"; for razor stropping machines (6), safety razors and blades (12), and for shaving brushes (50). By British American Safety Razor Co., Ltd., 3 Woodstock Street, London, W.1. 482,821/822/823. (Associated.)
- "NESTLÉ" in form of pointing figure with circle for head ("Nestlé" disclaimed); for food substances (42). By Nestlé & Anglo-Swiss Condensed Milk Co., 6-8 Eastcheap, London, E.C.3. 4846,845. (Associated.)
- "TERSOLVO"; for a hand cleaning preparation (47). By A. E. Singer, 17 Upper TOLLINGTON Park, London, N.4. 486,295.
- "SURFA"; for perfumery, etc. (48). By T. F. Bristow & Co., Ltd., Edgware Road, Colindale, London, N.W.9. 485,333.
- "FROSTILLA" on device of diamond shapes with frosted appearance; for a skin preparation (48). By The Frostilla Co., 410 West Gray Street, Elmira, Chemung, New York, U.S.A. 485,841. (Associated.)
- "BUTYWAIVE," etc., with device of girl's head; for a hair-waving powder (48). By The Butywave Co., 10 Tachbrook Street, London, S.W.1. B 485,919.
- "RALPHONA"; for all goods (48). By G. E. Ralph, 3 Aberdeene Road, Wealdstone, Middlesex. 487,439.
- "INSPIRATION"; for perfumery, etc. (48). By Breidenbach & Co., Ltd., 48 Greek Street, Soho Square, London, W.1. 487,629.
- "ROSEVUE"; for preparations for preventing condensation on glass (50). By G. F. Rose, 43 Berners Street, London, W.1. 486,741.

(From "The Trade-marks Journal," February 22, 1928.)

- "EUSOLVAN"; for chemicals (1). By Schering-Kahlbaum A.G., 170 Mullerstrasse, Berlin, N.39. 487,621.
- "AZOPHOS"; for fertilisers (2). By Diamond Fertiliser & Chemical Co., Ltd., County Insurance Buildings, Museum Street, York. 485,710. (Associated.)
- "OSSO"; for chemicals (2). By W. K. Southgate, 41a Westgate Street, Ipswich. 486,481.
- "UROPHILE"; for a granulated preparation for dissolving uric acid (3). By A. Bailly, 15 rue de Rome, Paris 481,133.
- "VI-RO-MA"; for essences (42). By The Edinburgh Essence Co., Ltd., 41 Bryson Road, Edinburgh. 487,150.

## Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

### Monday, March 12

Pharmaceutical Society of Great Britain (Ipswich and Suffolk Branch), Church Institute, Tower Street, Ipswich, at 8 p.m. Lecture-demonstration on "Surgical Appliance Fitting," by S. Maw, Son & Sons, Ltd.

### Tuesday, March 13

Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, London, W.C.1, at 8 p.m. "Some Reactions of Pharmacology on Pharmacy," by Dr. H. H. Dale.

### Wednesday, March 14

Pharmaceutical Society of Great Britain (Birmingham Branch), Grand Hotel, at 3 p.m. Address by Mr. W. J. Beardsley. At 7 p.m., annual dinner. Tickets 8s. each.

Pharmaceutical Society of Great Britain (Manchester, Salford and District Branch), Medical Lecture Theatre, The University (Compland Street entrance), at 3 p.m. "Food Values and Nutrition," by Professor H. S. Raper.

Pharmaceutical Society of Great Britain (Newcastle, District and Northumberland Branch), County Hotel, Newcastle-upon-Tyne, at 8 p.m. "Impressions of Canada and the United States," by Mr. T. Marns.

### Thursday, March 15

London Chemists' Golfing Society, Wharcliffe Rooms, Great Central Hotel, at 6.30 p.m. Annual dinner and dance. Tickets 12s. 6d. each.

South-East London Chemists' Association, Restaurant Frascati, 32 Oxford Street, London, W., at 7 p.m. Annual dinner and dance.

Retail Pharmacists' Union, Kingsway Hall, London, W.C.2, at 2.45 p.m. Mass meeting of Metropolitan members. Address by Mr. H. J. Martin, on "The Present N.H.I. Position," and other topics of interest.



## Trade Notes

ATTENTION is called to the coloured section in the advertisement pages in this issue, where will be found announcements relating to perfumery and toilet preparations. The manufacturers whose products are referred to include:—A. BOURJOIS ET CIE, LTD.; CUSSENS, SONS & CO., LTD.; DHAUSSY PATENT POWDER BOX CO., LTD.; DORIAN AGENCIES CO.; ALFRED FRANKS & CO.; PHILIP JOSEPHS & SONS, LTD.; JULES FRÈRES, LTD. (P. H. Galloway, Ltd.); LORIMER MARSHALL, LTD.; CHARLES MIDGLEY, LTD. (Evans Sons Lescher & Webb, Ltd.); PAPIER POUDRE, LTD.; PARFUMERIES DE PARIS, LTD.; PIESSE & LUBIN, LTD.; SOLPORT BROTHERS, LTD.; SPURWAY ET CIE, LTD.; H. E. STEVENSON & CO.; W. H. THOMAS; UNITED DRUG CO., LTD.; VINOLIA CO., LTD.; THE VISCOSE DEVELOPMENT CO., LTD.; WALDEN, WALDEN & CO.; R. F. WHITE & CO., LTD.; WILLIAMSON BROTHERS, LTD.



EASTER GIFTS.—Vinolia Co., Ltd., Bebington, illustrate elsewhere in this issue some of their lines which are specially suitable for Easter trade; our photograph shows No. 23,062. The quality of the soap is already well known and it only remains to be said that the gilt egg-shaped basket container is most attractive. Full particulars of this and other seasonable novelties will be sent on application.

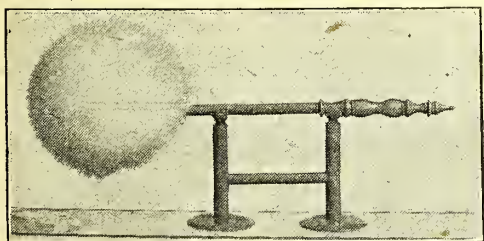
PARFUMERIE L. T. PIVER, 102 Dean Street, Oxford Street, London, W.1, are offering during March a special introductory parcel in connection with their Réve d'or preparations. Full particulars will be sent on application.

CHARLES MIDGLEY, LTD., 325 City Road, Manchester, are offering among their new lines a decorated heart-shaped box containing three tablets of Crystal Bath soap in varied coloured packings, with a dainty embroidered silk handkerchief.

ASHES OF VIOLETS.—With the approach of spring, A. Bourjois et Cie, Ltd., 4 Water Lane, London, E.C.4, appropriately draw attention to their Ashes of Violets range of toilet articles, in which the perfume of the violet is presented in as comprehensive a series as is already available in their well-known Ashes of Roses specialities.

MORNY FRÈRES, LTD., 6 New Burlington Street, London, W.1, inform us that their compact face powder, perfumed with "June Roses," in the luxury watch-shaped box, has proved a very popular line. Among its outstanding features are its extreme thinness and the fact that it is gold-plated; for presentation it is also supplied in an attractive velvet-lined carton.

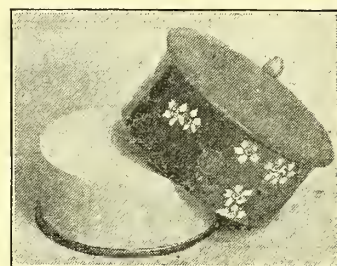
WILLIAMSON BROS., LTD., 177 Southwark Bridge Road, London, S.E.1, have introduced a novelty in the shape of a combined wash glove and sponge bag. It is made of



proofed rubber, and the inside is lined with Turkish towelling, thus providing a wash glove when the bag is turned inside out. The accompanying illustration shows one of their handsome new long-handled puffs with stand.

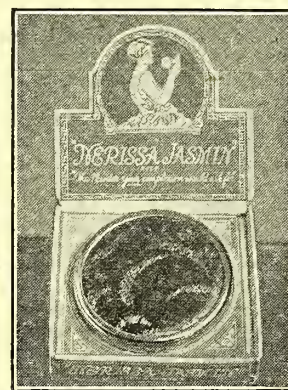
HORMONAX.—F. Newbery & Sons, Ltd., 27 Charterhouse Square, London, E.C.1, have been appointed sole distributing agents for Hormonax in Great Britain and Ireland.

ARYS PARFUMS DE LUXE.—Among the many lines of high-class perfumes and toilet articles manufactured by this well-known Parisian house, the package of Poudre Teindelaït, delicately perfumed with "Un Jardin la Nuit," in a lacquered black or red and gold "pagoda" box, as shown in the accompanying illustration, strikes a distinctive note. Supplies of Arys perfumes may be obtained from the sole distributors for Great Britain, Dorian Agencies Co., Kent House, 87 Regent Street, London, W.1, who invite inquiries for their new spring price list.



LITTO HAIR SPECIALITIES.—We have received from Mr. L. T. Flittner, 29 Highbury Grove, London, N.5, samples and literature relating to Litto hair preparations, namely, standard (a dressing for daily use), special (for dry hair), sebacid (for falling hair), tintal (a colour restorative), oxidol (for greasy hair), patchoid (for bald patches on the scalp), and fixo (a dressing for controlling the hair). The articles are nicely packed, a special showcard is supplied for each line and the retail prices are such as to allow a good margin of profit to the distributor. Full particulars will be sent to C. & D. subscribers on request.

POWDERS AND PUFFS.—Some months ago we referred in this column to Fursac powder puffs in which the puff portion was made of fur. Solport Brothers, Ltd., 184-190 Goswell Road, London, E.C.1, have now sent us samples of models in which wool replaces the fur. The new puffs, which are made in four styles, i.e., three in leather, namely, midget, standard, de luxe, and one size in brocade for evening use, are as elegant as their predecessors, and will undoubtedly be equally well appreciated by the fair sex. Another line of Messrs. Solport which is deserving of mention is the compact powder which they are supplying under the name of "Nerissa Jasmin." The container is of gilt metal, with a lid of unusual design, having a brocade top, and the puff is made to match it. The powder, which is available in a variety of tints, is nicely perfumed, it is fixed in an aluminium tray, and refills are available. Each box is packed in a separate carton (decorated in Wedgwood style), the lid of which can be raised for display purposes, as shown in the accompanying photograph.



HOT WATER BOTTLE COVERS.—C. J. Hewlett & Son, Ltd., wholesale druggists and surgical instrument manufacturers, Charlotte Street, London, E.C.2, have placed on the market a hot water bottle cover which possesses advantages over the type usually supplied for the india-rubber bottles. One of the risks in using these bottles is that a burn may be caused by the metal stopper, a danger which the new cover has been designed to overcome. This has been achieved by shaping the cover to fit and include the neck, while a flap enables the whole bottle to be completely enclosed. One shoulder and the flap of the cover is fitted with snap fasteners so that the bottle may be filled without being removed from its case.



## Births

Notices for insertion in this column must be properly authenticated.

**BERENS.**—At Innisfree, Chipstead, Surrey, on March 4, the wife of Herbert A. Berens (managing director, Old Strand Chemical Co., Ltd., 41 Great Tower Street, E.C.3), of a son.

## Marriages

**CROWTHER—PICKARD.**—At the Parish Church, Ossett, on March 1, William Crowther to Sara Lilian Pickard, daughter of Mr. S. N. Pickard, J.P., chemist and druggist, Roseleigh, Headlands, Ossett.

**McClymont—Boag.**—At the Royal Hotel, Edinburgh, on February 29, John McClymont to Agnes St. Clair Boag, chemist and druggist.

**NOBLE—GOODWIN.**—At Thorney Abbey, on February 27, Henry Leslie, eldest son of Mr. H. E. Noble, chemist and druggist, Peterborough, to Norah Frances Goodwin.

### Ruby Wedding

**WHITE—PARSONS.**—At Stoke Damerel Church, Devonport, on March 8, 1863, by the Rev. John St. Aubyn, rector, John Morcombe White, chemist and druggist, to Sarah Mary Parsons. Present address: 7 Acre Place, Stoke, Devonport.

## Deaths

**ALLEN.**—At Londonderry, on March 4, Mr. Robert Nevin Allen, R.D., proprietor of McLaughlin & Allen, druggists, Waterloo Place, aged fifty-four. Mr. Allen, who qualified in 1897, served through the South African war and with the Ulster Division in the European war, in which he was badly shell-shocked. He was invalided out of the Army after the Battle of the Somme.

**ALLISON.**—At Arundel, on February 22, Mr. William Bellyard Allison, chemist and druggist, aged seventy. Mr. Allison was a native of Retford, in which town he was apprenticed. For nineteen years he was head dispenser at the North Staffordshire Hospital, and for ten years he carried on business at Stoke-on-Trent, after which he went to Arundel.

**BOOTH.**—At Glastonbury, on February 21, Mr. James Booth, chemist and druggist, aged sixty-three.

**BROOMFIELD.**—At Birmingham, on February 19, Mr. Robert William Broomfield, chemist and druggist, aged seventy-eight.

**BRUNYEE.**—At Barrow House, Crowle, on March 5, Mr. Nathaniel Brunyee, chemist and druggist, aged fifty-one.

**HODGES.**—At Glenravel House, Glenravel, co. Antrim, on March 1, Mr. John Frederick Hodges, F.I.C., for a long period public analyst for county Armagh, aged seventy-nine. Mr. Hodges's father, the late Professor J. F. Hodges, M.D., F.I.C., for many years the Belfast city analyst.

**HUMPHREYS.**—The funeral of Mr. A. J. Humphreys, Upminster, whose death was reported in our issue of March 3, took place on March 1. The interment at St. Mary's Churchyard, Ilford, was preceded by a service at the Wesleyan Church, Upminster. The funeral was attended by Mr. H. Blyton and Mr. Clegg, representing Blyton, Astley & Co., manufacturing chemists, Manchester. Mr. Humphreys leaves a widow and an only son, Mr. E. B. Humphreys, chemist and druggist, Upminster.

**HUTCHISON.**—In the Aberdeen Infirmary, on February 23, Mr. Frederick Sherriffs Hutchison, chemist and druggist, assistant with Davidson & Kay, Union Street. Mr. Hutchison qualified in 1925.

**LEA.**—At Newport, Mon., on February 21, Mr. Frederick James Lea, chemist and druggist, aged seventy-two.

**MACKIE.**—At Peterculter, on February 15, Mr. Alexander Mackie, chemist and druggist. Mr. Mackie qualified in 1897.

**MICHIE.**—In Glasgow, on February 15, Mr. George Lennox Michie, chemist and druggist. Mr. Michie qualified in 1908.

**PHILLIPS.**—On February 18, Miss Margery E. Phillips, only daughter of Mr. Sidney Phillips, Ph.C., 59 Richmond Road, Wolverhampton, aged thirty-six.

**PORTER.**—At Fairfield, on February 15, Mr. Albert Porter, retired chemist and druggist, late of High Street, Ross, Herefordshire, aged seventy-five.

**ROBINSON.**—At Radcliffe, Manchester, on February 25, Mr. Reginald T. Robinson, assistant with Boots, Ltd., aged twenty-two. The funeral took place at Burnley on February 29. Among the tributes were wreaths from the directors of Boots Pure Drug Co.; Mr. E. M. Flack, territorial manager for Messrs. Boots; the staffs of the Radcliffe and Burnley branches of Boots, Ltd., and others.

**STEPHENS.**—At his residence, 70 Bunbury Road, Northfield, on February 17, Mr. F. W. Stephens (F. W. Stephens & Sons, Ltd., chemists, 109 Newtown Row, Birmingham), aged sixty-two.

## Personalities

**MR. W. A. ROBERTS**, retired chemist and druggist, Llandudno, has been elected to Carnarvonshire County Council.

**MR. A. ALLEN** (Erasmic Co., Ltd., Warrington) gave an address recently on "The Story of Soap" before the local rotary club.

**MR. J. R. MACKAVOY**, chemist and druggist, Horncastle, has been elected vice-chairman of the local tradesmen's association.

**MR. J. E. BOOTH**, chemist and druggist, Farnborough, Hants, has been elected a vice-president of the local chamber of commerce.

**MR. A. A. GODKIN**, chemist and druggist, Tunbridge Wells, has been elected a member of the committee of the local chamber of trade.

**MR. W. J. HOWARTH**, C.B.E., M.D., who has been medical officer of health for the City of London since 1913, has resigned on account of illhealth.

**MR. C. H. HALLATT**, chemist and druggist, Sheffield, who has recently undergone an operation for throat trouble, is reported to be making satisfactory progress.

**ALDERMAN DR. G. CLARIDGE DRUCE**, Oxford, was among those present at the King's levée at St. James's Palace on February 28. Dr. Druce is going on a botanical expedition to Cyprus this month by way of Italy and Egypt.

At a meeting of the general committee of the Rhyll War Memorial Hospital, on February 24, Mr. Percy J. Ashfield, C.B.E., chemist and druggist, was re-elected chairman, and gratification was expressed at his recovery from his recent illness.

**MR. C. G. SAVIDGE**, who has been in the employ of Mr. H. Hopkinson, chemist and druggist, Grantham, for over fifty years, and Mrs. SAVIDGE recently celebrated their golden wedding. In recognition of the occasion Mr. and Mrs. Hopkinson presented them with a suitable gift.

## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated:

S/272. Address of F. Merton's for showcards, etc.	M/13.	Dr. Hall's atomisers
S/23. "Danger" or "Dancer" brand lipstick	M/42.	Femina perfume pump spray
M/73. Dog oil (treatment for rheumatism and stiff joints)	P/13.	Indian Dahl
	W/18.	Pedodyne for bunions
	M/13.	Superclean socks (for weak ankles)



## Observations and Reflections

By Xrayser III.

### Testing of Dispensing

ought not to consist in the laying of traps such as seem to commend themselves to the authorities in Islington (*C. & D.*, March 3, p. 274). While I am one of those who think that chemists and druggists should have sufficient acquaintance with the peculiarities of the British Pharmacopœia to avoid falling into traps of the kind indicated in your report of recent prosecutions, I am equally of opinion that it is puerile to write as a test prescriptions ordering an article which is well known to be of extreme rarity and not essential for any particular treatment. Of the two heavy magnesias, the oxide is practically never called for in any ordinary pharmacy, and there seems to be no good reason why we should be expected to keep it in stock as a curiosity. Nevertheless, it is required at times, as in cases in which light magnesia would be too bulky to be dispensed and the heavy carbonate might be incompatible. Obviously, however, some remedy should be found for any existing confusion between the two heavy compounds, and my suggestion is that the oxide be included under its proper name, as *magnesii oxidum*, in the next British Pharmacopœia, just as it already is in the Pharmacopœia of the United States. Meanwhile, it would probably prove helpful if this more sensible designation were adopted in the British Pharmaceutical Codex, when next that book is reprinted.

### Our Total Discount

for last year is lower than many of us had anticipated, but I fully expected to find that the vigorous steps taken by the Retail Pharmacists' Union would have the effect of keeping the final figure below 10 per cent. Instead of the deduction from the average dispensing fee being a penny or more, as was at first feared would prove to be necessary, it is only about a halfpenny, and the total discount will be about 6 per cent. only (*C. & D.*, March 3, p. 269). This is a happy result, on which the R.P.U. is to be congratulated. We may now look forward, with a reasonable degree of probability, to being paid in full for the current year, and there will then, I hope, be a surplus to look forward to. This would not only compensate for the loss on last year's work, but may even be sufficient to provide for an increase in the dispensing fee in the course of a year or two.

### Dispensing Charges

have recently been discussed at Edinburgh (*C. & D.*, March 3, p. 286), and I was somewhat disappointed, on reading your report of the discussion, to find that there is still evidence of a prevalence of undercharging for medicines dispensed. Until we are agreed upon a sufficiently high rate of remuneration for our professional services, it is obviously vain to expect to be properly paid for National Insurance dispensing. I see no sufficiently good reason why we should all make the same charge for making up a bottle of medicine, though we might be well advised to agree to calculate our charges on the same system. But the dispensing fee, including establishment charges, should, not unreasonably, vary according to the position of the pharmacy. One expects to pay more for anything in Princes Street than near Leith Docks, and the same principle should apply in pharmacy as in other businesses. This does not, of course, apply in the case of proprietary articles and branded goods, because the prices are fixed, but the proprietor of a business in an important thoroughfare makes less in proportion on such lines than does the dealer in a quiet street, and the loss in this respect must be made good in some other way.

### Disallowed Items

are increasing in number in certain Insurance areas, but they ought not to be so numerous as to require the issuing of such lists as one of your correspondents asks for (*C. & D.*, March 3, p. 292). In the past, disallowed articles have consisted mainly of foods and non-prescribed appliances, and it has usually been possible for each of us to decide for himself whether

or not it was permissible to supply any particular article ordered by a panel doctor for an insured person. Difficulty in this respect has increased owing to the introduction of preparations which are on the border-line between foods and medicines, and it may well be that lists of such of these as are disallowed may presently become necessary. My particular grievance is that of the chemist and druggist who is on the panel for more than one area, with procedure differing in those areas. It is now quite possible, I understand, for an article to be allowed on one side of a street in Greater London, but not on the other side. The moral to be deduced from this is, I think, that any list of disallowed articles should be of national and not merely local application.

### Recipe Books

always have an attraction for the pharmacist. There are at least a few to be found on the shelves of every reader of the *C. & D.*, and quite a fair number to be found in the possession of not a few readers of these columns. London pharmacists have, at the moment, a good opportunity to see a selection of rare ones in the form of cookery books from the large collection of Mr. Judge Hodgkin, F.L.S.; the London Library has on view successive selections which, I understand, will be continued throughout the present month. As many of these books are of great rarity, they should attract attention from pharmacists. The English ones, particularly those of the seventeenth century, are of special interest, because it was during that period the medical and other recipes were so commingled as to make the whole a confection of a piquant character. The collecting of this class of literature is not so easy to-day as it was thirty or forty years ago, that is, in the matter of finding specimens. But in regard to the books which are "worth while" some guidance is now available which was then lacking. The one book which is usually suggested as a guide is W. C. Hazlitt's "Old Cookery Books," published in "The Book-Lover's Library." As an introduction to the subject it is excellent, and will be found to be entertaining. If I were asked with what book to begin a collection, I should recommend that a copy should be bought of Dr. Kitchener's "The Cook's Oracle," which contains such a large amount of delightful information which only pharmacists and medical men can properly appreciate, and, in addition, a list of about 250 cookery books, covering about 300 years, from which the would-be collector may obtain some notion of the books which should be the aim of his sport.

### The Most Useful

the most methodically arranged, list of English cookery books is, in my opinion, that published by Dr. A. W. Oxford in 1909, in an attractive volume which he modestly called "Notes from a Collector's Catalogue." The first section deals with works issued from the beginning of the sixteenth century down to 1699, and careful collations of the books are given in every case, together with particulars of the different editions. In the second section are included rather more than a hundred works published during the eighteenth century, among which are a few which were the first issues of books still on sale in the nineteenth century. The value of this list is greatly increased by information as to the libraries in which the volumes may be found, in so far as the following libraries are concerned:—The British Museum, the Bodleian, Cambridge University Library, the Patent Office library, and the library of the Pharmaceutical Society. The titles of these early printed works furnish a feast of good things and give promise of the luscious viands lying latent between their covers. If none of the following tempt the most prosaic person to wish to explore the recipes, the said person must be prosaic to a very stolid degree:—"The Treasure of Commodious Conceites and Hidden Secrets" (1573), "The Good Huswife's Jewell" (1596), "A Compendium of Rational Secretes" (1582), "The Widdowes Treasure" (1595), "Epulario, or the Italian Banquet" (1598), "Delights for Ladies" (1602), "The Queen's Closet Opened" (1655), a well-known book, "The Ladies' Cabinet Opened" (1639), also popular, and "A True Gentlewoman's Delight" (1653).



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**PATENTS AND TRADE MARKS.**

There are many worrying difficulties to be overcome in connection with the Registration of Trade Marks and the grant of Letters Patent which members of the Retail and Wholesale Drug Trade can avoid by consulting efficient agents who would undertake all the trouble for an inclusive fee and obtain protection in the United Kingdom and abroad. Advice in the first instance free. Pamphlets gratis.

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## Editorial Articles

### The Psychology of Smell

REACTIONS to chemical changes in the environment are among the most primitive manifestations of life. Even one-celled organisms discriminate between edible and inedible substances, and are attracted or repelled accordingly. Greater complexity of behaviour and structure necessitated the evolution of specialised receptors. In many animals chemical discrimination is a life-and-death matter, whether in seeking and selecting food, in mating, or in receiving or giving warnings. Not only were olfactory organs evolved, but odoriferous organs also. One readily thinks of musk, but a more delicate chemical broadcasting and receiving system is used by moths and butterflies, the scent scales of the females attracting males from distances of many miles. The olfactory sense of insects is certainly more highly developed than that of the simplest vertebrate, the lancelet. Sensitivity to chemical stimuli is of vital importance to fish and influences their migration, thereby indirectly influencing many human activities. The efficiency of sight and hearing in birds renders their chemical sense less important than that of mammals. Compared with the olfactory sense of the dog, the sense of smell in man seems somewhat degenerate, or, at least, occupies a subordinate position, and his olfactory mechanism is relatively less developed. However, the human sense of smell is so extremely delicate, and plays such an important part in his life, that it deserves more attention and training than it usually receives. When it is considered that it is possible to sense less than 0.000,000,001 of a gram of certain substances, and that the presence of odorous molecules can be detected in quantities thousands of times smaller than those necessary for spectrum analysis, it will be realised that chemical stimuli must have an incalculable part in mental life. With every breath inhaled, chemical stimuli, innumerable messages, are received; but few are noted at the time, the majority are filed for future reference. The bulk of the iceberg is under water, and the overwhelming majority of olfactory impressions escape awareness, to rise to con-



sciousness later, or never. Anyhow, reactions to the "osmophores" take place, whether we are aware of them or not. The measurement of olfactory acuity and of odorous strength is one of the many outstanding problems connected with smell, and has considerable practical importance, for instance, in perfumery and in medicine. Owing to the numerous possible sources of error, measurements made by different investigators and by different methods reveal serious discrepancies. Research on a very large scale is essential to obtain figures accurate enough to establish reliable standards for the purpose of formulating a law. However, extant information, especially measurements of the olfactory threshold in homologous series, tend to point to molecular weight (as well as structure) as a determining factor. It has already been indicated that one of the most primitive reactions to odours is a general one, that of being attracted or repelled. The effect (pleasantness or unpleasantness) produced, is conditioned by a number of factors, such as chemical constitution and concentration on the one hand, and sex, race, state of health, mental associations, etc., on the other. Individual odour preferences appear to be remarkably constant, especially in the case of markedly pleasant or unpleasant odours. Fluctuations, occurring in the judgment of more neutral odours, can very largely be ascribed to physiological and psychological conditions. The history of perfumery reveals interesting data on odour preferences at different times and places. A rough estimate of preferences could be obtained by comparing the quantities of different perfumes sold. But a more satisfactory method is the determination of the relative position of each odour in an affective series or scale, expressed as a percentage of pleasantness. Assuming, for instance, rose oil to be 100 per cent. and carbon bisulphide to be 0 per cent. pleasant, the affect for menthol might be expressed as 90 per cent., for musk 63 per cent., amyl alcohol 33 per cent., and asafetida 7 per cent. Of course, experimentation is again required on a very large scale, with due consideration of racial and other factors, e.g., concentration. The whole question of odour preferences is of importance, not merely to the perfumery industry, but to the pharmacologist. The use of incense in divine worship, of burnt feathers or asafetida in cases of hysteria, the soothing effect of attar of roses, aphrodisiac perfumes, all point to a vast field for exploration by psychologists and pharmacologists. A large-scale study of "states of mind" induced by odours may have considerable value in being applied in psychotherapy. Most intimately connected with the question of affects is that of associations due to odours. The primitive brain paths involved account for the difficulty in forming words to characterise different olfactory sensations. Names analogous to those of colour sensations hardly exist, and odours are referred to the objects from which they emanate or from which similar odours emanate. Words connected with smell refer more to the affect than the sensation itself. In passing, it may be noted that, in different languages, a number of words directly or indirectly connected with smell contain syllables expressive of puffing, blowing, budding, etc., such as *bu*, *pu*, *fu*, *tu*. *Bu* is the Persian word for odour, and the Japanese word for fragrant is *punpun*, which is similar in sound to the Melanesian *punu*=smoke. A North American Indian tribe describes the skunk as *piupiu*, which recalls the German word *pfui*, the French *fi*, our own words *fie*, *putrid*, *fume*. This digression, bearing on the origin of language, could easily be elaborated, but it may serve to illustrate one of the difficulties engendered by the absence of suitable words which would facilitate a satisfactory classification of odours. It is difficult, indeed, to provide a classi-

fication acceptable to all. A grouping which has certain advantages, both from the chemical and the psychological point of view, is that advocated by Henning: Fruity, flowery, spicy, resinous, scorched, and foul odours; other sensations are compounded of these elementary odours. However, the vexed problem of classification cannot be examined here. It is connected with the problem of fascinating interest provided by olfactory associations. The latter are also intimately connected with the question of likes and dislikes, how intimately may be gleaned from literature throughout the ages. There are few who have not experienced how

Forever, in after years

At the thought of its bloom, or the fragrance of its breath,

The past shall arise.

While it is not possible always to foretell individual associations, the general type of association to a given odour can be guessed at. The terpenes will recall different scenes from those evoked by amyl acetate. The conscious recall of submerged impressions is vividly activated by the same or similar odour which, as it were, characterised the original scene, person, or circumstance. Instead of releasing unconscious associations by words, suitable odours can often be employed with equal or greater effect. This circumstance is of some practical value in psychotherapeutics, and the psycho-analyst may well employ specific odours in order to enable his patient to remove the mental cause of some functional disorder. Here, again, the pharmacologist and experimental psychologist have a common meeting-place and more than ample material for further research, with commercial applications. The question of associations is of practical interest to the perfumer also, since the value of "personality perfumes" is very largely determined by the associations, as well as by the affect caused. Not only are home, garden, school, fields, woods, different towns and countries, the war, different occupations, different persons, animals, etc., all associated in memory with odours, but from the earliest times odours have played their part in the emotional life of man. Fragrances and stench have long symbolised good and evil. A modern interpretation of the meaning of odours is provided by the possibility of the accurate diagnosis of certain metabolic disturbances by the nose. A well-trained nose is not only able to detect disease, but changes in metabolism due to emotions. Moreover, owing to the adsorption of odours, identification of an individual is possible in his absence, as, for instance, by smelling objects he has handled. In fact, it may safely be stated that a number of phenomena considered as occult or supernatural are but mental reactions to olfactory stimuli. Events in dreaming, too, are influenced by odours, and, if one considers the extreme delicacy of the sense together with the presence of a vast number of olfactory associations (mostly without our knowledge), the influence of odours on human life and conduct becomes even dimly evident. The psychology of smell is as yet in its infancy, but the problems it has to deal with are vital problems. Such problems as olfactory fatigue, compensation of odours, and many others have not been mentioned, nor a number of correlated phenomena requiring further exploration. It has only been possible here to indicate a few aspects. There are many who decry research unless there are immediate financial results, and the economic gain derived from "pure" research is often forgotten. In osmics, the science of smell, more particularly in its psychological aspects, there are numerous problems of economic interest to the chemist, druggist, perfumer, physician, and others, deserving of an adequate endowment of research.



### The Position of Antimony

THE tendency of the market for antimony would seem to be still more or less downwards, as has been largely the case since the early autumn of 1926, when the position was in the main favourably affected by the much larger imports in that year by the United States. That country being by far the largest world's consumer, it is obvious that market possibilities hinge chiefly on the progress of the demand from that quarter or to the extent to which supplies are drawn from China, whose resources dominate the position in the matter of supply. For a considerable time past a good deal of uncertainty has prevailed amongst European and American importers by the circulation of reports from certain Chinese sources as to operations in the chief mining districts having been handicapped by internal troubles or military movements and rumours of much reduced stocks being in existence. Advices from China, on the whole, have, however, been very contradictory, and there does not seem to be much in the theory that the industry was at any time very seriously hindered by civil war disturbances as to curtail the output at the mines. Had it been otherwise, the market would doubtless have been very sensitive, and responded readily to attempts which were made from time to time by shippers to manœuvre for the establishment of higher c.i.f. terms. Over two years ago, the position was phenomenally strong, owing to an acute scarcity of Chinese regulus both here and in America, with the London spot price standing at about £100 per ton, while the New York market was particularly affected by delayed arrivals and an abnormal increase in domestic trade needs. This was an exceedingly high figure compared with best English refined, which then stood at £105. In consequence of the much larger shipments which were made from China in that year, and with indications of some falling off in American consumption, a downward movement was accelerated. In 1926 Chinese regulus dropped about £44 a ton to £56, and this was followed in 1927 by another break of £9 to £47, while the price has since depreciated another £2. To what extent manipulation by Chinese merchant interests may have contributed to the fall, as is alleged by holders in America, it is difficult to say, but it now seems to be recognised that supplies exported from China have been well in excess of current needs. Approximate highest and lowest figures touched within the last two years are as follows:—

Per ton	English best regulus	Chinese regulus	Chinese crude	Antimony ore 50% sulphide
	£ s. d.	£ s. d.	£ s. d.	Per unit s. d.
1926 Highest	105 0 0	100 0 0	65 0 0	8 6
" Lowest	74 10 0	56 0 0	38 0 0	5 0
1927 Highest	75 0 0	57 0 0	39 0 0	5 3
" Lowest	64 10 0	47 0 0	36 0 0	5 0
1928 March 3	64 15 0	45 0 0	36 0 0	5 0

Prices in 1925 and 1926 were certainly inflated to an astonishing degree for peace times, and, in fact, approximated to figures that were attained in the war period, whereas the fact may be recalled that for a long period (over twenty years) Chinese refined antimony was selling at very low prices at around £28 per ton. During the Russo-Japanese war the price crossed the £100 line. American trade requirements can be roughly measured by the figures given in the next column.

In long tons	1925	1926	1927
U.S.A. imports .. ..	9,518	13,135	11,045
U.S.A. stocks held in bond end of year .. ..	298	860	1,583

It will, therefore, be seen that there was a very large increase in the returns for 1926 totalling over 13,000 tons, from which under shrinking needs, and partly under the lack of confidence, incomings during last year contracted by fully 2,000 tons; and the fact has to be noted that the quantities held in bond at the close of last year were approximately double those in existence a year before, and amounted to 1,583 tons, thus representing about two months' average consumption. A report recently issued by the U.S. Department of Commerce states that, despite military operations, increased export taxes, and the decline in the price paid by consumers, it is evident that the Chinese output did not decrease in 1927 compared with the two previous years. According to the Chinese Maritime Customs, the exports from Changsha in recent years were as follows (in long tons):—

—	1924	1925	1926	1927
Regulus ..	11,142	15,465	16,658	17,324
Crude ..	1,798	2,865	3,348	2,653
Oxide ..	—	—	1,750	1,597

These exports are indicative of the total Chinese production, since the Province of Hunan easily accounts for over 95 per cent. of the entire Chinese output, while it has been estimated that Hunan contributes 85 per cent. of the total world production. There is no definite information of the stocks held at Changsha on January 1 last, although a consular report indicated 900 tons being held there at that date. In 1925, it is estimated that 80 per cent. of the antimony trade at Changsha was in the hands of foreign firms. In 1926 the Chinese did 60 per cent. of the business, and conservative estimates for 1927 indicate that over 75 per cent. of the trade is controlled by Chinese. The declared exports (tons) to the United States from Hankow, Shanghai and Changsha during 1926 and 1927 were as follows:—

	1926	1927
Regulus .. ..	9,676	7,056
Crude .. ..	1,578	695
Oxide .. ..	1,034	266

Despite the output not being diminished in the past year, production in the Hunan region was constantly handicapped, while the Hankow price was affected by increased wages and new and additional taxes. Difficulty was encountered in obtaining foreign chemicals by smelters, who used inferior Chinese substitutes, so that regulus less than 99 per cent. pure made its appearance, while quantities of the inferior product were placed abroad to the extent of 2,000 to 3,000 tons before discovery. This condition was corrected, and since October no regulus of less than 99 per cent. has been produced for export. Reports were circulated in the Changsha-Hankow district that in South America and in England regulus of an extremely fine and uniform quality was being produced, and that the material was receiving the favour of American trade to the detriment of the Chinese product. Both factors may have been partly responsible for the slackening of American trade towards the end of the year, and have aroused considerable anxiety. On December 31 last approximately 600 tons of antimony were reported on hand at Hankow, and 1,400 tons at Changsha. Stocks at Shanghai have not been given. Production in the Hunan Province was then estimated at about 400 tons a month, which, if correct, shows a noticeable decline in the rate noted earlier in the year.



### Medical and Dental Registers

THE Medical Register for the year 1928 has just been issued (21s., Constable & Co., Ltd., 10 Orange Street, Leicester Square, London, W.C.2) by the General Medical Council. The number of names included is 53,769—an increase of 1,155 on the number at the end of 1926, and of 2,711 on the average of the last five years. Registrations during the past year number 1,941; this figure is 179 less than that of the previous year and 436 less than the average for the past five years, but 364 more than the average for the past twenty years. The names of 1,035 medical men have disappeared from the Register during 1927—a figure above the average for the past twenty years (961). The customary legal, statistical, and other information is included in the volume. The Dentists Register for 1928, also issued by the General Medical Council (12s., Constable & Co., Ltd.), contains 14,576 names (in the previous year 14,395). During the past twelve months 362 persons have been registered with qualifications and 38 under the Dentists Act, 1921; in addition, one Colonial name has been added. The number of names removed from the Register is 575; of these, 429 were deleted under Section 7 of the Dentists Act, 1921, and 9 under Sections 12 and 13 of the Dentists Act, 1878. The percentage of United Kingdom graduates and licentiates in dental surgery on the present Register is 44.28; of persons (other than medical men or dental surgeons) in dental practice prior to the Act of 1878, 4.43; and of persons (without additional qualifications) registered under the Dentists Act, 1921, 48.96. A local list at the end of the volume gives under town headings the names of the dentists practising in each place. An inset in this Register supplies names of bodies corporate carrying on the business of dentistry, and of directors of such bodies. The Medical and Dental Students' Register, published under the direction of the General Council of Medical Education and Registration (7s. 6d.), gives 1,214 names of medical students registered in 1927 (1,260 in 1926), and 244 names of dental students (229 in 1926).

### The Doctors' Weekly Loss

ONCE a week, on the average, a medical man in some part or other of the country is so unfortunate as to experience the theft of a case or bag from his motor-car; and by the working of the long arm of coincidence this case or bag invariably contains not merely surgical instruments but also scheduled poisons and—best of all from the reporters' point of view—"dangerous" drugs. As "news" these events, to the lay Press, presumably rank as next in interest to a first-class murder, judging by the intensity of the limelight turned upon them. It may be that the medical profession has its full share of absentmindedness: surgeons, indeed, have been known to leave forceps inside a patient after an operation. But if it were the doctor's clock that the thief was likely to steal from the car, would not its owner adopt the simple precaution of taking it into each patient's house with him? And if pharmacists lost their "dangerous" drugs in some such way as often as once a week, would the Home Office look blandly on? One of the curious features of these coincidental occurrences is that practically every one is followed by a sporadic outbreak of articles, in daily and weekly papers, calling attention to the facility with which the public can obtain poisons of all kinds, and particularly hypnotics, from chemists. Burke once said something about the impossibility of indicting a nation; and similarly, it would be extravagant to postulate that medical men as a whole are addicted to the cult of the red herring; at the same time, do lay contributors to the Press learnedly or quasi-learnedly discuss Part I and Part II of the Poisons Schedule out of their inner consciousness?

**DENTAL WORKROOMS.**—In reply to a request from the registrar of the Dental Board for an official ruling as to the scope of the Factory and Workshop Acts, 1901-20, with reference to dental workrooms, the Deputy Chief Inspector of Factories has replied to the effect that it has not been the practice of the Home Office to regard the fitting of teeth to plates, and other work carried on by dentists in their own houses or chambers, as under the Acts, but that manufacturing processes are so regarded.

## Notes on Books

### John Evelyn's Gifted Daughter

Mary was, according to her father's Diary, responsible for "Mundus Muliebris: or, the Ladies Dressing-Room unlock'd, and her Toilette Spread," first published in 1690. The chief interest of this rhymed satire on the feminine fashions of the day (which was followed by "The Fop-Dictionary") lies, for pharmacists, in its enumeration of perfumes then popular. Mary Evelyn thus discourses on the plenitude of scents:—

Nor may *Hungarian* Queen's be wanting,  
Nor store of *Spirits* against fainting:  
Of other waters rich, and sweet,  
To sprinkle *Handkerchief* is meet;  
*D'Ange, Orange, Mill-Fleur, Myrtle,*  
Whole Quarts the Chamber to bequilt:  
Of *Essence rare, & le meilleure*  
From *Rome, from Florence, Montpellier,*

For Vapours that offend the Lass,  
Of *Sal-armoniack* a Glass.

### ANOTHER PASSAGE

thus enumerates the perfumes of a fashionable lady's gloves:—"Of *Jonquil, Tuberoze* (don't laugh), *Frangipan, Orange, Violet, Narcissus, Jassem, Ambrett.*" Evelyn's daughter died five years before the book was published; and it may be surmised that in issuing it he not only desired to pay tribute to her memory but also had in view the rising generation, and particularly the grandson to whom his "Memoirs" were addressed. Nothing is said as to the new woman of the late seventeenth century being addicted to tobacco; but apparently she was chargeable with many other forms of indulgence, and it may be that the sedate John Evelyn desired to caution his grandson through the medium of a satire which, even at this distance of time, can raise a smile.

### A Dosage Dilemma

occurs in one of the stories, "Charles," in the recently published "Good Evening, Everyone!" by A. J. Alan, the popular story-teller of broadcast fame. In the course of this story the wife attempts to revive her husband, who has "crumpled up in a heap on the floor" after indulging freely in absinthe, by means of a capsule which emits "a perfectly frantic smell of peardrops, which told me that it was amyl nitrite. . . . However, it didn't seem to be having the slightest effect on Javorsky." He is then given nearly a dessertspoonful of liquid from a medicine glass, which strikes the onlooker as being rather more than an average dose; "but nothing happened . . . and to all intents and purposes Mr. Javorsky was dead." The doctor who is called in casually mentions that a full dose of the medicine (liquor trini trini) is three minims, upon which the narrator soliloquises on his complete ignorance of the value of a minim. "I knew, of course, that four crotchets make a minim, and two minims make a semi-breve, but that didn't seem to get one anywhere." After consulting an encyclopædia he decides that the patient has had 150 minims—

"Ergo! he'd had something like fifty times the safe dose, and . . . it does not necessarily follow that fifty times the safe dose is fifty times as safe as the safe dose. In fact, the evidence is all the other way—it's fifty times as dangerous."

At the inquest it is made "perfectly clear that Javorsky had died of angina pectoris. In other words, a painfully natural death," the name of "Charles," a ship's doctor on rather more than friendly terms with the wife, having been discreetly withheld. Another good story in the same volume is "The Hair." In this the writer describes a process of hair cleaning and concludes with a subtle joke at the expense of a "much advertised hair restorer." In "The Cabmen's Shelter" the local chemist's entire stock of bright red and green lozenges is bought up to represent jewels in amateur theatricals. These prove to contain ipecacuanha and disaster is narrowly averted.



## Pharmaceutical Society of Great Britain Council Meeting

A MEETING of the Council was held at 16 Bloomsbury Square, London, W.C., on March 7, Mr. Herbert Skinner (president) in the chair.

### DEATH

The PRESIDENT referred with regret to the recent death of Dr. G. Balfour Marshall, Privy Council visitor to the examinations in Edinburgh for thirty-one years. He was sure members of the Council would join with him in expressing sympathy with the relatives.

### ELECTIONS AND RESTORATIONS

Sixty-one persons were elected members of the Society and sixty-two persons as student-associates. Five persons were restored to the Register and a number to the Society. The registrar reported that 105 persons had been registered as apprentices or students.

Maurice Allan Kitchen, having presented in accordance with the by-laws evidence of having undertaken an approved course of study and having passed the Qualifying examination of New Zealand and tendered the requisite fee, was registered as a chemist and druggist.

### APPRENTICESHIP CONDITIONS

The Manchester Branch wrote stating that they had held a meeting to discuss the training of apprentices in wholesale houses, and enclosing a resolution urging that such training should be recognised subject to the imposition of definite safeguards.

The PRESIDENT said they had still got the same problem coming back, but the subject had given branches something to talk about.

A letter was read from the Edinburgh Branch again recommending that when the regulations are redrafted, provision should be made for an adequate period of apprenticeship, and suggesting four years as the minimum. The matter was referred to the Education Committee.

### EDUCATION COMMITTEE

The Education Committee reported that certain schools had been approved for the teaching of subjects in connection with the Preliminary Scientific examination.

The Committee considered a letter remitted by the Council from the Pharmacy Board of New Zealand. It pointed out the difficulty confronting the Board when asked to accept preliminary certificates of a standard lower than those required by the Board of persons who came from Great Britain, some of whom had already been registered by the Society. The Committee recommended that the New Zealand Board be informed of the exact present standard of the Society's Preliminary examination, and be asked for detailed information of the standard required for matriculation in New Zealand. The report was adopted.

### BENEVOLENT FUND

The Committee of the Fund reported that they had considered fifteen applications, and had made grants ranging from £10 to £60. The following special contributions were announced:—A. F. Corfe, £5; H. W. Neathercoat, £1 8s.; Alchemy Lodge, £6 6s.; Alchemy Lodge (ladies' evening), £4 4s.; Reading and District Branch, £2 3s. 6d.; J. G. McMillan, £5 5s.; H. R. Matthews, £5 5s.; F. G. Holoran, 13s.; Glasgow Pharmacy Club, £9 10s.; F. W. Scanlon, £2; Wolverhampton and District Branch and Association, £2 10s.; Southend-on-Sea Association, £1; F. A. Upsher Smith, £3 8s. 6d.; J. S. Trinick, 15s. 3d.; Manchester University Students, £6; Wallasey Association and Branch, £10 10s.; Birmingham Pharmaceutical Association, £10 2s.; Employees of Bloxwick & Belshers, Ltd., £2; J. C. M. Battle, £10 10s.; Ealing and District Association, £1 1s. 6d.; Scottish Pharmaceutical Federation, £10; Ucal Federation, Wolverhampton Branch, 10s.; Rhyl and District Branch, £24 3s. 6d.; Leeds Branch (including £5 5s. from Mr. J. W. Shepherd),

£35; Blackpool Branch, £5; W. H. Quarrell (to celebrate 25 years' connection with the Society), £25; Cardiff Scheme, £61 10s. 10d.; S. Bastow, £1 15s. 3d.; West Ham Association, £25. *Legacy*.—R. H. Lister, Leeds (£500, less tax), £449 7s. 9d.; J. H. Frost, North Finchley, £100. *Orphan Fund*.—Scottish Pharmaceutical Federation (Aberdeen Branch), £10; West Ham Association, £25.

Mr. SIMMONS said it was exceedingly gratifying to have such a lengthy list to submit to the Council. He made particular reference to the donation of Mr. W. H. Quarrell, who said that his son was associated with the gift, and to contributions from America. Referring to the Cardiff donation, he paid a tribute to the work of Mr. J. D. Jenkins, and also eulogised the efforts of Mr. Beardsley in connection with West Ham Association's contribution. Other branches which came in for special mention were Leeds, Rhyl, Manchester and Scottish branches.

The PRESIDENT expressed the satisfaction of the Council with the long and notable list of contributions. It was evident that members were taking a lively interest in the Fund. The report was adopted.

### WAR AUXILIARY BENEVOLENT FUND

The Committee of the Fund reported that they had received five applications, and recommended grants from £6 6s. to £52. The report was adopted.

### BRITISH PHARMACEUTICAL CONFERENCE

The Conference Executive Committee reported that the secretary of the Hull Branch wrote expressing regret that owing to unforeseen obstacles they reluctantly withdrew their proposed invitation to the Conference to meet in Hull in 1929. It was decided that the secretaries should be asked to write to Norwich suggesting that the invitation be deferred for a year or so. Mr. Fitzpatrick then extended a very cordial invitation for the Conference to visit Dublin in 1929. The secretaries reported the receipt of a letter from the secretary of the Pharmaceutical Society of Northern Ireland suggesting affiliation of his Society with the Conference. It was decided that a subcommittee should be formed of representatives of the Executive and of the Council of the Pharmaceutical Society of Great Britain to go thoroughly into the question of the affiliation of other bodies with the Conference. A decision as to whether the invitation to Dublin should be recommended to the annual meeting was deferred until after the subcommittee had met.

The PRESIDENT said that arrangements for the meeting at Cheltenham were progressing very nicely, and it looked as if they would be able to uphold their reputation. With regard to the invitation from Mr. Fitzpatrick to hold the Conference in Dublin next year, the Council knew it was being considered by a committee, together with a letter from the Northern Ireland Society dealing with the recognition of chemists in all parts of the Empire. The report was adopted.

### ESTABLISHMENT COMMITTEE

This committee reported that following the Council's adoption of the scheme for the award of the Ransom, Redwood and Burroughs scholarships on a new basis, they had prepared draft regulations to govern their award. It was felt that no special examination for applicants should be held, but that their marks at the Pharmaceutical Chemist Qualifying examination should be taken into consideration. The Committee submitted draft regulations, including the following:—

The scholarships are tenable for a period of two years in the research laboratories of the Pharmaceutical Society, commencing in the month of October. The holder of a scholarship will be provided with apparatus and facilities for research work, together with the sum of £100 per annum for the two years.

The scholarships will be awarded to duly registered pharmaceutical chemists or to graduates in pharmacy of a university approved by the Council of the Society. The award will be made by the Council after consideration of any recommendation of the authorities of the college or other institution in which the applicant received his training for the Pharmaceutical Chemist Qualifying examination or for the Degree in Pharmacy as the case may be.



Applicants must apply on or before the first day of June in the year in which they desire to commence work for a form of application to be obtained from the Secretary, Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, W.C.1. This form, together with testimonials and a recommendation from the authorities of the college or institution, must be returned on or before July 1 of the same year. The applications will be considered by the Council of the Society and the award of the scholarships made normally at the meeting of the Council in the month of August.

A person shall not be debarred from making an application for the award of the scholarship by the fact that he has not at the time of application received an intimation of the result of an examination for the qualification of Pharmaceutical Chemist or for the degree of Bachelor of Pharmacy, for which he has entered. A person making application for a scholarship under these conditions, however, who is subsequently found not to have passed the examination for which he has entered, shall not be awarded a scholarship.

The following is the order in which the scholarships will be awarded:—1928, Ransom; 1929, Redwood; 1930, Ransom; 1931, Burroughs; and so on for each period of four years.

MR. WHITE said that the scheme now recommended for the scholarships was an attempt to bring the scholarship system into some sort of order and meet present conditions. The old regulations had grown up haphazard, and the values of money had now completely altered. The report was adopted.

#### FINANCE COMMITTEE

The financial statement showed that receipts since the last meeting, including a balance of £21 8s., amounted to £11,269 3s. 1d., comprising the following items:—Subscriptions, £8,357 9s. 6d.; examination fees, £661 10s.; registration fees, £281 8s.; restoration fees, £7 7s.; certificates of qualification, £1 11s.; School of Pharmacy, £59 7s.; Pharmacological Laboratories, £170 2s.; penalties, £106 13s. 1d.; "Pharmaceutical Journal," advertisements, etc., £1,372 9s. 5d.; "Pharmaceutical Journal," student-associates' subscriptions, £65 12s. 6d.; "Pharmaceutical Pocket Book," £32 12s. 9d.; Pharmaceutical Press publications, £19 6s. 6d.; Registers, £29 10s. 3d.; "Year-Book," £7 3s. 7d.; B.P. Codex, 1923, £73 10s. 6d.; sundries, £2 2s. Payments ordered at the last meeting amounted to £5,432 12s. 4d., and £5,800 had been transferred to deposit account, leaving a balance of £36 10s. 9d.. The balances on the other accounts were:—Benevolent Fund (current account), £30 8s. 10d.; Benevolent Fund (donation account), £34 14s.; War Auxiliary Benevolent Fund, £68 6s. 9d.; Orphan Fund, £35 5s. 9d. The report recommended that accounts amounting to £5,564 5s. 5d. be paid, and that the action of the secretary in making payments amounting to £857 17s. 5d. be approved. The report was adopted.

This was all the public business.

#### Branch Meetings

**Bedfordshire.**—A lecture by Dr. Stanley White to members of the Bedfordshire Branch was given on February 16 on *The Production and Uses of Serums and Vaccines*. The lecture was illustrated by cinematograph films, and at the conclusion questions were asked and answered. The president of the Branch, Mr. J. Morgan (Bedford), was in the chair, and the lecturer was thanked by Dr. John Birch and Mr. W. White (Luton).

**Harrow.**—A meeting of the Harrow Branch was held on February 23, Mr. A. J. Stanley in the chair. After routine business the chairman called upon Mr. Thomas Marns (member of Council) to address the meeting on his impressions of Canada and the United States. Lantern slides were used to illustrate the lecture. Special attention was directed by Mr. Marns to transatlantic pharmacies and matters pharmaceutical. At the conclusion of the lecture Mr. Sharman moved a vote of thanks to Mr. Marns, and this was seconded by Mr. John Humphrey, who referred to the considerable proportion of their six or seven weeks' holiday which had been devoted by Mr. Marns and Mr. Herbert Skinner, president of the Society, to investigation of matters of interest connected with pharmacy. Most of their time had been

devoted to inquiry into conditions which prevailed in transatlantic pharmacy, and this was entirely to the benefit of British pharmacists. Moreover, the entire cost of the expedition had been borne by Mr. Marns and Mr. Skinner, though there was an impression prevailing that they had been assisted by a grant from the Pharmaceutical Society. There was, however, no foundation for that impression, and pharmacists at home were greatly indebted to them for the service they had rendered to the craft during their long holiday. The vote of thanks was accorded with enthusiasm.

**Ipswich.**—A meeting of the Ipswich and Suffolk Branch was held on February 15. Mr. Smalley presided over a good attendance, including members of the medical, dental and veterinary professions and nurses. The chairman introduced Dr. J. Stanley White (Parke, Davis & Co.), who spoke on *The Preparation of Biological Products*. Dr. White commenced his lecture by showing a reel of films depicting the routine of the work done on the biological farm at Parkdale, and in particular dealing with the preparation and standardisation of diphtheria serum. Next followed a series of lantern slides which Dr. White explained, referring to immunological methods in general and the Dick and Schick tests. The lecture concluded with a second film dealing with the preparation of vaccines and calf lymph. Mr. G. Hales proposed a vote of thanks to Dr. White, and Dr. H. H. Brown added praise for the lecturer's able manner of discussing such a technical subject. Dr. Pringle supported.

**Manchester.**—A meeting of the Manchester, Salford and District Branch was held at the Houldsworth Hall on February 29, Mr. E. H. Simmons in the chair. Mr. J. H. Franklin read a paper entitled:—

#### THE TRAINING OF APPRENTICES IN WHOLESALE HOUSES [Abstract]

The advisability of the Pharmaceutical Society sanctioning the training of apprentices in wholesale houses has been under consideration for several years, and received serious attention at the Leicester Conference in 1926. You will readily agree with me that qualified chemists are essential for our work, which comprises, besides the manufacture of galenicals, an expert knowledge of the Pharmacy Acts, poison laws, Labelling of Poisons Order, and the Dangerous Drugs Acts—in fact, complete familiarity with everything that has a bearing on pharmacy. Although there is no law to compel wholesalers to employ qualified chemists and druggists, no reputable house would think of running its laboratories without such expert supervision; but nevertheless, under the present policy of the Society, there is a possibility of wholesalers creating a large number of unqualified chemists, which would be very unsatisfactory to all concerned. Under the present state of affairs, a well-educated youth, entering the wholesale trade and intending to devote his career to the wholesale, does so with a millstone round his neck in the form of the certain knowledge that he has no hope of qualifying as a pharmacist unless he completes 4,000 hours' dispensing, time which he can ill afford at this period of his life, and which he knows will be largely wasted so far as his future career in the wholesale is concerned. An apprentice in a wholesale house would have almost the whole of his time occupied in dealing with matters which are entirely pharmaceutical. The retail apprentice, on the other hand, of necessity has much of his time occupied in handling patent medicines, toilet articles, druggists' sundries. I have heard it suggested that a man should decide early in his career which branch of pharmacy he intends to follow, and should he decide on the wholesale, he would be best advised to go in for the degree course. I think that it is desirable, in the interests of the craft, that the qualification governing the retail and the wholesale should be the same, i.e., the qualification of the Pharmaceutical Society. I would ask you not to do anything to divide pharmacy into various branches, but rather do everything possible to unite every interest in it for our mutual protection and advancement, because our interests and welfare demand that we should stand together through the troublesome times ahead. You might ask, "Why not get your qualified chemists from the retail?" Well, although this is a possible way out, it is hardly



practicable, as it is not a sound or economical proposition to take men, say, from twenty-two to twenty-six years of age and start them on work that requires methods totally different from those to which they have been accustomed. An objection might be raised that an apprentice trained in a wholesale laboratory would likewise be unfit for taking over qualified retail work, as his experience of ordinary dispensing would be limited. It is intended, however, I believe, by those who are putting forward this scheme, that the wholesale apprentice would be required to do some proportion of the 4,000 hours' dispensing. I have heard the period of 1,000 hours mentioned, which should meet the case. I suggest that if a candidate can pass the Society's examinations after a recognised apprenticeship served in a wholesale house, he should not be driven to obtain a qualification elsewhere, perhaps from one of the bodies which is so covetous of the title "chemist." It is such men we ought to retain, as they bear a large part of the burden of pharmaceutical research; and if such men are lost to pharmacy, they would be an asset to other societies. The wholesale drug trade offers many facilities for the sound training of apprentices. First, there is the buying of raw drugs, their preparation for sale by sifting, picking, grinding, etc., and this is frequently associated with analysis, tests for ash, and very often microscopical examination of the drug or ground drug. A surprising amount of dispensing is done in wholesale houses. In the galenical laboratory the apprentice would be schooled in the preparation of chemical syrups, chemical liquors, tinctures, liquid extracts, ointments, and in the various concentrations of drugs so difficult to make. An apprentice in a wholesale house would have training under the analyst, and this experience would be invaluable to an ambitious apprentice. The training offered by a wholesale house is quite as good, and in some cases superior, to that obtainable in hospitals. If the Society decides that such a scheme of apprenticeship is desirable in the general interests of the trade, then safeguards will be necessary.

#### DISCUSSION

Mr. SHAW questioned whether an apprentice in the retail would get the same amount of training as he would in a well-equipped laboratory under the control of pharmacists.

Mr. GRIER inquired if apprentices would be trained in the laboratories only or in all the departments. Would they be permitted to attend part-time classes of the branches? He considered that men trained in the retail would be invaluable to the wholesale. These men could either get this training in the evenings or serve two years in the retail before going to the wholesale.

The CHAIRMAN said that it was the office of a chemist and druggist to act as a buffer between the public and poisons. Wholesalers did not come into the same close contact with the public. He was in sympathy with Mr. Franklin's suggestions, but he wanted to ascertain how they were to know what constituted a wholesaler. He contended that recognition should only be given to those firms whose laboratories were in charge of qualified pharmacists. He thought that apprentices could be trained as well in wholesale laboratories as in institutions.

Mr. WALMSLEY suggested that the Society might consider the advisability of having a special qualification to meet the requirements of students trained in wholesale laboratories. The Institute of Chemistry had arranged their examinations in different classes. Something might be done on those lines.

Messrs. Walters, Lewis and Nidd also spoke. The following resolution, proposed by Mr. Franklin, was carried unanimously:—"That the training of apprentices in wholesale houses should be recognised by the Pharmaceutical Society, subject to the imposing of definite safeguards." A cordial vote of thanks to Mr. Franklin concluded the meeting.

**Scarborough.**—A meeting of the Scarborough and District Branch was held recently, Mr. F. Glenton in the chair. Mr. Colclough gave a lecture on *Business Methods*. A discussion followed, and a vote of thanks was passed on the motion of Mr. A. Scott.

**Thanet.**—A meeting of the Thanet Branch was held on February 29, Mr. Pyman (Westgate) in the chair. An instructive lecture on *Vitamins* was given by Mr. Melhuish. A vote of thanks, proposed by Mr. W. Hill and seconded by Mr. D. T. Evans, brought a successful meeting to an end.

**Watford.**—A meeting of the Watford and St. Albans Branch was held on February 16, Mr. A. R. Lewis in the chair. A cordial reception was given to Mr. Thomas Marns, who gave an account of his tour with Mr. Herbert Skinner in the United States. The address was illustrated by lantern slides.

#### Evening Meeting in Edinburgh

The fourth evening meeting of the present session was held at 36 York Place, Edinburgh, on February 29, Mr. Harvey P. Arthur (chairman of Executive North British Branch) presiding. The first communication was:—

#### Recent Work on the Glucosides

By E. G. BRYANT, B.Sc., Ph.D., Ph.C.

#### [ABSTRACT]

The glucosides occurring in plants constitute a heterogeneous group of chemical substances which, when acted upon either by the enzyme with which they are associated in the plant body, or by dilute mineral acids, *in vitro*, are hydrolysed to form, amongst other substances, either glucose or an allied sugar. In the present state of our knowledge of these bodies it is impossible to say definitely what their function may be, or even to give more than a general indication as to how they are formed in the plant, but from an examination of the nature of the products of hydrolysis it may be assumed that they fill a double rôle. In the first place, they possibly serve to store glucose in a readily accessible form, and, in the second place, they may serve to render innocuous to the protoplasm substances which, on account of their highly reactive character, would injure or even destroy it. The suggestion as to their function cannot be pressed too far. One other caution is needful. We must not assume that the reactions shown in glass by glucosides, or, indeed, any other phyto-chemical substance, are identical with those taking place in the plant. The plant body is an intricate system of vessels, the walls of which act as permeable membranes, and in which enzymes can act with great rapidity. Moreover, the hydrogen ion concentration of the cell contents is automatically and instantly adjusted to the requirements of the reactions taking place. These conditions cannot be even approximately simulated in the laboratory, and the difference in the conditions is so great that not only may the velocity of a reaction be greatly increased, but its actual direction may be changed. A reaction which can only be completed in the laboratory at a high temperature, is carried out in the plant at normal temperatures, only solar energy being supplied to the plant. We cannot be certain as to the exact function which alkaloids and glucosides fill in the plant. I mention these facts not so much to draw attention to the difficulties confronting the phyto-chemist, but to serve as a confession that he is the exponent of what is, after all, a very new and incomplete science. Of one thing we can be almost sure, namely, that the products which the pharmacist extracts from his vegetable drugs do not exist there as such. They are degradation products, fragments of complexes, which the solvents and reagents he employs break down. We know, further, that enzymes which are capable of effecting the hydrolysis of glucosides are able also to bring about their synthesis from the glucose and the other fragments.

The question of the glucosidal nature of anthocyanins has been very fully investigated by Miss Wheldale and her conclusions published in her work on that subject. Bourquelot, Bridel and Herissey with their collaborators have undertaken the isolation of a large number of glucosides, and have published complete data concerning them. Their work, however, is undertaken from a purely pharmaceutical standpoint. It is of value to the pharmacist to be in a position to isolate a new active principle from a plant and to have full information as to its physical and chemical properties, but the point of view of the pharmacist is not that of the student of vegetable



physiology. Work covering a period of over forty years has been of assistance in throwing some light upon the formation and rôle of certain glucosides. I say "of certain glucosides," for it cannot be said that the course of a series of chemical reactions, taking place in one plant or family of plants, is the same as that in another.

In 1910, Klobb devoted much attention to the formation of phytosterols. Chlorophyll is a mixture of four pigments, viz.,  $\alpha$ -chlorophyll,  $\beta$ -chlorophyll, xanthophyll and carotin. The last-named is a bright red hydrocarbon. When exposed to air and light this substance absorbs 21 per cent. of oxygen and becomes colourless. The colourless crystals were left in a flask for two years, and after crystallisation from alcohol, the substance showed all the reactions of a phytosterol. Phytosterols form the "unsaponifiable matter" of oils, and the question naturally arises, "Why are they always thus associated with oils?" Two things have to be borne in mind. First, the phytosterols exist in some plants as glucosides, the phytosterolins. These glucosidal compounds may be isolated by treatment with boiling xylene. I find that the resulting product is much more easily purified if the extraction is carried out in a Soxhlet apparatus under reduced pressure. The phytosterolin yields a glucose and a phytosterol. It is highly significant that such a combination should exist—a glucose formed by the direct action of the plastids in the plants, and a phytosterol also formed from one of the components of the chloroplasts. In the second place it is now known that vitamin D is formed by the action of ultra-violet rays on ergosterol. Having in mind the great influence that this compound has upon the growth of animals, it is difficult to resist the conclusion that the phytosterol and phytosterolins have also some influence upon the growth of the plant. The investigator of this question is under a severe handicap as compared with the human physiologist. The latter, in investigating the effect of any food factor upon the subject, has only to withhold that factor from the diet, and from his observations to deduce the function of the factor. Such a course is not open to the botanist.

In an investigation of a plant (white bryony), in which an abundance of phytosterolin was present, it was found that two glucosides were present. One was amorphous and infusible. This body (bryonin) proved, by experiments upon frogs, to be quite inert. The other, bryonidin, which yielded resins on hydrolysis, showed all the characteristically intense irritant action of the drug, as did the resins themselves. We have, therefore, in this plant three glucosides: (a) Phytosterolin, (b) bryonin, yielding a resin and glucose on hydrolysis, and (c) bryonidin, producing another resin. The resins are all intensely irritating substances. During the past year Herissey and Cheymol have published their researches on gein, or according to modern nomenclature, geoside, the glucose of *Geum urbanum*. They have shown that the roots and subterranean organs of this plant yield this glucoside, which on hydrolysis produces eugenol. The esterification of this phenolic body with sugars renders it innocuous to the plant protoplasm. Herissey and his school have also carried out a complete investigation of asperuloside, the glucoside of *Asperula odorata*. Not all of these glucosides have an immediate pharmaceutical interest, nor is it always easy to assign them their place in the physiological processes which occur in the plant. With regard to alkaloids, it is becoming clear that there is a more or less close relation between the chemical constitution of these compounds and the taxonomical position of the plant in which they reside. Baker and Smith, in their massive work upon the eucalypts, have shown how close is the relation between the components of the volatile oils and the morphological characteristics (the venation) of the leaf. In respect of the glucosides, it must be confessed that we are far from the position of arriving at any such conclusion, for we are only collecting the material for the formulation of any theory as to their formation and function. Of them, more than of any other plant components, it may be said that they cannot be studied alone. To appreciate their significance aright they must be viewed in their relation to all the other products and intermediates of the metabolism of plants.

### Discussion

Mr. J. RUTHERFORD HILL said this subject could hardly be discussed except by those actually engaged in the work. Dr. Bryant had given them an exceedingly interesting *résumé* of the more recent work on the glucosides. The alkaloids had been more completely worked out than the glucosides, possibly because their constitution was more definite and easily determined. Glucosides were more difficult to obtain in a state of purity, and their precise constitution was less easily worked out. The interesting relationship between ergosterol and vitamin D, pointed out by Dr. Bryant, suggested a close link between glucosides and vitamins. The difference between reactions in the test tube and in the living organism was of great importance. Anyone who could discover Nature's secret in this connection might make a fortune.

Mr. J. LOTHIAN said he was interested in Dr. Bryant's reference to the work of the French school, with which he had come personally in contact during visits to France. One feature which struck him in that connection was the making of galenical preparations from the fresh plant. It was known that in the case of a drug like digitalis there was a difference in the pharmacological action in the case of a preparation made from the fresh plant as distinguished from a preparation made from the dried plant. No doubt some changes must take place in the collecting and drying of the drugs, an operation not always carried out with extreme care.

Mr. G. PERRINS said he would like to ask whether it was worth while continuing their work in the laboratory in view of the difference in the reactions taking place *in vitro*, compared with those taking place in the living plants.

Dr. BRYANT, replying, referred to team work in research at Aberdeen University. They had been preparing pure cholesterol and also ergosterol with a view to investigating the action of the latter on rats after irradiation by ultra-violet light. They felt they were closely on the track of how ultra-violet light reacted with ergosterol. The precise constitution of the latter had not yet been entirely elucidated. With regard to Mr. Lothian's reference to French chemists, they had a process for sterilisation of the fresh green leaves by subjecting them to the vapour of alcohol under pressure. In this way the enzymes were precipitated and the dried plant retained its green appearance in a remarkable way owing to the absence of any enzyme action. Digitalis was perhaps the most outstanding example of this. During the war he had some experience of making galenical preparations from the fresh rhizome of valerian, and it was found that these preparations had a better sedative effect than a preparation made from a dried rhizome. He was not in a position to indicate what might be the lines of future research.

The CHAIRMAN, in proposing a cordial vote of thanks to Dr. Bryant, expressed a hope that he would continue his researches, and that the Society might hope to be favoured with a communication at some future time.

(To be continued.)

## Associations' Winter Session

**London (N.).**—The monthly meeting of the North London Pharmaceutical Association was held on February 28, the president (Mr. R. H. L. Watson) in the chair. Various matters were dealt with in the correspondence relating to early closing, advertising, testing of dispensing and co-operative advertising. The subject of the evening was *The Proprietary Articles Trade Association*, by the general secretary (Mr. H. E. Chapman). The address proved to be of exceptional interest. Many things were brought out in the discussion. Those taking part were Messrs. Hearle, Carter, Anderson, Cracknell and Skinner. After Mr. Chapman had replied, a vote of thanks was proposed by Mr. Watson.

**BUBBLES SOCIAL CLUB.**—A dance will be held at the Wharnccliffe Rooms, Hotel Great Central, on March 22, at 7 p.m.



## Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist & Druggist,' 42 Cannon Street, London, E.C.4."

### QUALITATIVE ANALYSIS

A MIXTURE of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture may contain metallic and acidic radicals occurring in the British Pharmacopœia, or any of the commoner radicals not mentioned in that work, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture of salts (accompanied by a *stamped and addressed envelope*, not a stamp merely) will be received up to Tuesday, March 13, on which day the samples will be posted. Students' reports will be received up to Saturday, March 24. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above, forms the fifth exercise in the analytical tournament for the current winter session. The usual monthly first and second prizes in this series of analyses will be awarded only to apprentices or assistants who are preparing for the Qualifying examination of the Pharmaceutical Society of Great Britain or of Ireland, which fact *must be attested on their reports*.

### Report on the February Analytical Exercise

THE powder distributed to students on February 7 contained five parts by weight of lead chloride, one part of bismuth oxychloride, and four parts of cupric hydroxycarbonate.

The calculated composition of such a mixture is:—

Pb	...	...	...	...	37.2
Bi	...	...	...	...	8.0
Cu	...	...	...	...	23.0
Cl	...	...	...	...	14.1
CO <sub>3</sub>	...	...	...	...	10.9
O	...	...	...	...	0.6
OH	...	...	...	...	6.2

100.0

Samples of the powder were distributed to seventy-two students and forty-one reports of analyses were received. Copper and chloride were detected in every case, while lead was missed by seven students, bismuth by sixteen, and carbonate by four. In eighteen cases the evolution of water (which was not very abundant) when the powder was heated in a dry tube, was overlooked. Amongst the numerous radicals reported as main constituents or as impurities, although not really present, were mercury, arsenic, cadmium, aluminium, zinc, manganese, nickel, cobalt and lithium, and the radicals of sulphuric, sulphurous, phosphoric, chloric and tartaric acids.

This analysis was intended to provide an exercise upon the metallic radicals of Groups I and II, and as it was not by any means a difficult example, numerous high scores have been attained. Matters with respect to which mistakes proved most liable to occur were:—

1. Failure to obtain a precipitate in Group I and there to secure the separation of the greater part of the lead as chloride. This was not, of great importance provided No. 2 below did not also occur.

2. Failure to secure the precipitation in Group II, in the form of sulphides, of the whole of the copper, lead and bismuth. Incomplete precipitation might result from omission to continue the action of hydrogen sulphide until the solution was thoroughly saturated with the gas, or it might be due, at least as regards the lead and bismuth, to the concentration of the hydrochloric acid present being too high or to the solution being hot. If

these metals were not wholly separated in Group II, the part which remained unprecipitated passed on to later groups and was there mistaken for other metals—nickel or cobalt, for example.

3. Failure to observe the precipitation of the bismuth as hydroxide on the addition of excess of ammonia to the solution from which the lead in Group II had been separated as sulphate, and which still contained copper and bismuth. The bismuth precipitate was not abundant and it was easily overlooked unless something more than mere casual attention was given to the observation of the intensely blue liquid which resulted from the action of ammonia on the cupric salt in solution.

Several students reported that part of the hydrogen sulphide precipitate remained undissolved when treated with moderately concentrated nitric acid and were led to suspect the presence of mercury, with the result, in a few cases, that supposed confirmatory reactions were written down which could not be observed in the analysis of a mixture from which mercury was absent.

Misunderstanding exists in the minds of some students regarding the conditions for applying magnesium sulphate as a reagent to distinguish between carbonate and bicarbonate in solution. In this analysis a few students added the reagent to the solution of the powder in hydrochloric acid and, on obtaining a white precipitate, concluded that a carbonate and not a bicarbonate was present. In the first place the test was wholly inapplicable to a solution containing free hydrochloric acid since in no circumstances could the precipitation of basic magnesium take place in such a solution. Apart from this, it should have been realised on reflection that the addition of a solution of a sulphate to a solution containing a lead salt would yield a precipitate of lead sulphate, and that, therefore, the mere formation of a precipitate was no evidence as to carbonate or bicarbonate being present. Discrimination regarding the applicability of this test is indispensable when employing it and interpreting the result obtained.

### PRIZES

The First Prize for the best analysis has been awarded to:—

C. A. NAYLOR, The Dingle, Mellor Road, Marple Bridge, Derbyshire.

The Second Prize has been awarded to:—

C. MINSHALL, 4, Town Hall Square, Duke Street, Lower Broughton, Manchester.

*First Prize.*—Any scientific book that is published at a price not greatly exceeding fifteen shillings may be taken as a first prize.

*Second Prize.*—Any scientific book which is sold for about seven shillings and sixpence may be taken as a second prize.

The students to whom prizes are awarded are requested to write at once to the Publisher, naming the book or books they select.

### MARKS AWARDED FOR ANALYSES

C. A. Naylor (1st Prize)	...	J'espere	...	80
C. Minshall (2nd Prize)	93	Tulon	...	78
Laxey	96	Cymro anarferol	...	77
Temk	96	Nimbo	...	77
Cuthbert	92	Scotia	...	77
Dulce	91	Capsaicin	...	74
Nemo	91	D. J.	...	72
Non-Nomen	91	Ajax	...	71
Sagitta	91	Greenhorn	...	71
Chew	90	Mac	...	71
C <sub>2</sub> H <sub>5</sub> OH	90	Vitamin B	...	71
Orphean	90	Gwynfryn	...	70
Spes	88	J. P. A. F.	...	69
Gamete	85	Currock	...	68
R. H.	85	The Raven	...	67
D. R. G. M.	84	Vick	...	65
Fairbank	84	Kiwi	...	61
Tiny	84	Microbe	...	57
Prospero	83	Yttrium	...	53
W. P. J.	81	E. A. G. S.	...	44
		Borocalcite	...	37

(To be continued.)



## Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

### ENGLAND AND WALES

#### Local Reports

**Gloucestershire.**—At a meeting of the Insurance Committee on February 11, two cases of inaccurate dispensing were reported. In one case, the analyst estimated the mixture to contain 147.7 gr. of potassium nitrate instead of 160 gr. as ordered, and 230 minims of solution of ammonium acetate instead of 1,440 minims ordered, the deficiencies being 7.7 per cent. and 84 per cent. respectively. The chemist wrote expressing regret at the inaccuracy, and attributed the deficiency of solution of ammonia acetate to an error in handling, and stated that both the dispenser and the manager who were employed by him at that time had since left. It was recommended that the chemist be reprimanded. In another case, the analyst's report showed a deficiency of 33 per cent. in iron and ammonia citrate, estimating the mixture to contain 108 gr. instead of 160 gr. The chemist wrote expressing regret at the error. The explanation was that the dispenser had just previously changed the strength of the solution of iron and ammonium citrate from one in two to one in three, the solution was put on one side, and the mixture was made up by another dispenser who assumed that the solution was of usual strength. The chemist claimed, therefore, that the error was not due to inaccurate dispensing, but to an unfortunate slip on the part of the dispenser, who did not immediately re-label the solution whose strength he had altered. It was observed that though the doctor ordered six ounces only of the mixture, the chemist dispensed eight ounces, adding a note to that effect on the prescription, but he gave no explanation of the reason. It was recommended that the chemist be seriously cautioned.

**London.**—A meeting of the Pharmaceutical Committee was held on February 21, Mr. D. A. Rees in the chair. The report of the Central Checking Bureau for September and October 1927 showed that the margin of error in pricing was 0.02 per cent. and 0.04 per cent. respectively. The secretary reported, *inter alia*, the following comparative totals for the years 1926 and 1927:—

	1926	1927
Total number of prescriptions .. ..	7,890,186	8,743,249
Cost of ingredients .. £125,074 3s. 1d.		£135,565 16s. 2d.
Cost of dispensing fees .. £146,243 3s. 9d.		£162,039 7s. 1d.
Total cost of prescriptions £271,317 6s. 10d.		£297,605 3s. 3d.
Av. cost of ingredients .. 3.80d.		3.72d.
Av. cost of dispensing fees .. 4.45d.		4.45d.
Av. total cost per prescription .. ..	8.25d.	8.17d.
Total No. of persons on Lists .. ..	1,711,240	1,778,563
Average number of prescriptions per person ..	4.61	4.92
Av. cost per insured person .. 38.05d.		40.16d.

The number of persons supplying drugs and appliances on December 31, 1927, was as follows:—Chemist contractors, in general business, 834; in institutions, 46; unqualified contractors, 12; total number of establishments available, 1,259. Arrangements have been made for the continuance of a rota in the western area for early closing day. The Insurance Committee has decided that a number of proprietary preparations shall not be allowed as part of medical benefit. A list of such preparations has been issued in a circular dated January 31, 1928, to each chemist on the London panel. Special reference was made to the paper (*C. & D.*, February 18, p. 202) given by P. A. W. Self and C. E. Corfield on February 14 at the evening meeting of the Pharmaceutical Society on "The Co-relation of Analytical Data and Accuracy in Dispensing." The representatives on the Pharmaceutical Service Subcommittee reported on seven cases under the testing scheme. In three cases the chemists were cautioned, and in the remaining four cases the chemists were censured. The Subcommittee also heard a complaint against a chemist, who, it was alleged, supplied a gargle in which the chief ingredient was absent. The chemist was censured.

**London.**—The monthly meeting of the Insurance Committee was held on February 23, Mr. J. Edwards (chairman) presiding. The Finance Subcommittee recommended the payment of accounts amounting to £25,504 13s. 10d., including payments to chemists of £20,827 10s. 5d. The Subcommittee also reported that the Ministry of Health had credited the drug fund with the sum of £158,000 for the year 1927, and had debited the fund with £31, in consequence of breaches of terms of service by persons supplying drugs and appliances. The Medical Benefit Subcommittee reported that they had had under consideration certain cases in which a practitioner ordered a special proprietary preparation of one particular chemist on the Committee's list, and the preparation was not generally obtainable through the usual trade channels. The Committee decided, with the concurrence of the Panel Committee, that this preparation should not be allowed at the cost of the drug fund. Another of these preparations, a syrup, had been prescribed for an insured person by a practitioner carrying on practice in the same district, and in selecting a chemist to dispense the preparation the choice of the patient was limited. The Subcommittee were of opinion that, in the case of special proprietary preparations, only those should be allowed at the cost of the drug fund which are quoted in a recognised wholesale list and are obtainable from any chemist. The Subcommittee further stated that they had had before them an inquiry addressed to the Ministry of Health whether it was proper to regard a spinal jacket as coming within the category which may be supplied at the cost of the drug fund, and also whether the cost of repairs to a spinal jacket forms a proper charge on the fund. The question was one for determination by the Committee on the facts of each particular case, and it was added that the Minister was unable to advise Committees generally in the matter. With regard to the question of the cost of repairs, no provision was made in the Acts or the regulations for payment from N.H.I. funds of the cost of repairs to a prescribed appliance. It was added, however, that the Minister would be ready to consider in particular cases applications for sanction under Section 82 (2) of the Act to the payment of the cost of repairs to prescribed appliances, when it could be shown that such repairs would result in a definite saving to the sums available for the provision of drugs, etc. The report was adopted.

**Portsmouth.**—At the monthly meeting of the Insurance Committee on January 26, the Medical Benefit Subcommittee reported that the Pharmaceutical Committee had approached the Panel Committee with a view to eliminating certain flavourings from the local pharmacopoeia. The Panel Committee had had under consideration fourteen mixtures, and had deleted flavourings from ten of them. It was agreed that this decision should take effect as from February 1. With regard to the use of certain proprietary articles, it was reported that the Panel and Pharmaceutical Committees had had before them two lists, one which the Pricing Office had been accustomed to allow as drugs, and the other which the Office at present disallowed, regarding them as foods. The Panel Committee expressed the view that none of the articles in either list should be regarded as drugs, unless appearing in the British Pharmacopoeia or the British Pharmacopoeia Codex, and endorsing this the full committee decided to instruct the Pricing Committee to disallow all claims in respect of the articles listed unless appearing in the British Pharmacopoeia or Codex as suggested.

**Sheffield.**—At a recent meeting of the Insurance Committee several reports of the Joint Services Subcommittee on the dispensing of test prescriptions were considered. Two samples showed an excess of magnesium sulphate, and in each case a caution was given. Three mixtures containing sodium salicylate showed a deficiency of 6, 22 and 30 per cent. respectively. In the first case a caution was given; in the second case no recommendation was made, as the dispensing was done by a qualified *locum*. As carelessness was evident in the third case, the Committee recommend the Minister of Health to withhold a sum of £2 2s. Chemists' accounts passed for the month amounted to £1,929 18s. 8d.



## Perfumery and Cosmetics in China

THE growing importance of the business in cosmetics, perfumery and toilet requisites in Shanghai is attested by an almost 100 per cent. increase in imports in 1926 over that of the previous year. Imports of "perfumery and cosmetics, including powder and cream," according to the Customs report for 1926, was Hk. tls. 1,245,988, against Hk. tls. 698,792 for 1925. "Toilet requisites" for the two years were respectively Hk. tls. 517,580 and Hk. tls. 354,016. Imports for the rest of China are also rising. This increase is largely attributable to the general adoption of western fashions of hairdressing, make up and the like, and also to the increasing number of barber shops and hairdressing saloons for women. The following figures show Shanghai's imports of both "perfumery, cosmetics, including powder and cream," and "toilet requisites" for the eleven-year period:—

Year	Perfumery, etc.	Toilet requisites	Total
	Hk. tls.	Kk. tls.	Hk. tls.
1916	346,918	98,349	445,267
1917	296,240	120,845	417,085
1918	262,302	102,775	365,077
1919	543,479	61,306	604,785
1920	522,308	99,529	621,837
1921	578,993	148,865	727,858
1922	742,402	147,019	889,421
1923	803,687	253,116	1,056,803
1924	674,427	295,373	969,800
1925	698,792	354,016	1,052,808
1926	1,245,988	517,580	1,763,568

The following shows the five leading countries of origin of "perfumery, cosmetics, including powder and cream," in each of the eleven years under review, and their respective shares of the total annual trade, in Haikwan taels in units of 1,000:—

Year	1st	2nd	3rd	4th	5th
1916	Japan 300	Hong-kong 230	Britain 200	U.S.A. 60	Russia 40
1917	" 420	" 370	U.S.A. 80	Britain 50	France 40
1918	" 460	" 440	" 90	" 50	Canada 20
1919	Hong-kong 680	Japan 470	" 310	" 110	France 70
1920	" 650	" 310	" 230	France 150	Britain 130
1921	" 860	" 480	France 340	U.S.A. 150	Germany 70
1922	" 1,300	" 540	U.S.A. 250	France 200	" 120
1923	" 1,290	" 600	" 350	" 210	" 120
1924	" 1,290	" 560	" 290	" 240	Britain 120
1925	" 1,160	" 710	" 360	" 230	" 90
1926	" 1,350	" 920	France 490	U.S.A. 440	" 200

A similar table in regard to "toilet requisites" is as follows:—

Year	1st	2nd	3rd	4th	5th
1916	Japan 530	Hong-kong 130	Britain 30	U.S.A. 10	Russia 8
1917	" 510	" 180	" 20	" 10	France 2
1918	" 420	" 140	" 30	" 20	Russia 3
1919	" 380	" 220	U.S.A. 40	Britain 10	Canada 130
1920	" 370	" 160	" 50	" 30	France 10
1921	" 300	" 130	" 70	" 30	" 10
1922	" 260	" 200	Germany 30	U.S.A. 30	Britain 30
1923	" 290	" 280	U.S.A. 80	Britain 40	Germany 30
1924	" 410	" 150	" 60	" 30	" 30
1925	" 410	U.S.A. 90	Hong-kong 80	" 40	France 30
1926	" 670	" 110	Britain 40	Hong-kong 40	" 50

Note.—Japan includes Formosa; U.S.A., Hawaii. The figures after each name denote the number of units.

While Shanghai's import of these goods has been increasing, their manufacture by the Chinese has also developed considerably. Imported articles are used by the well-to-do, while the native products are consumed by the wage-earning classes. The use of cosmetics and toilet articles in China is as old as her civilisation. Instead of hair lotion and oil, China produces shavings of a certain kind of tree which gives the hair a glossy appearance; instead of face powder China manufactures powder in grains which are easily dissolved in water and are applied to the face; instead of lip sticks, China makes pads of rouge in circular form. These articles and others,

however, are being employed now only by the conservative and the poor, as foreign-style counterparts are coming fast into vogue. The manufacture of modern cosmetic and toilet articles on any significant scale dates back to the first year of the Chinese Republic. Whether this is a coincidence is a matter of opinion, but it is claimed that the cutting of queues gave an impetus to the native industry. To-day there are thirty-one factories engaged in manufacturing these two kinds of articles. Of the thirty-one, the well-known are the China Chemical Works, the International Dispensary, the Wah Nan Chemical Industry Co., the Association for Domestic Industry, the Chi Sheng Company, and the H.A. Manufacturing Co. The majority of these companies are engaged exclusively in the manufacture of cosmetics and toilet articles. With a few exceptions, the manufacture is undertaken usually by families, as no big plant is required and little capital. The ingredients used are imported from Hongkong, Japan, Great Britain and the United States. France supplies the major portion of the essential oils. As these articles are manufactured at home, they are retailed by stores. A retailer is usually given credit, though in some cases the goods are placed on consignment. In either case a deposit is required or a shop guarantee in its stead. A discount of 15 to 30 per cent. is allowed, according to the quantity purchased. The articles, in the majority of cases, are sold on a commission basis; the commissions vary with the number of sales realised. In case of outport buyers or agents, shipping costs are borne by them, but when a single shipment contains goods valued at over \$100, packing is done without charge. In all cases duties are paid by the buyer. The annual business is estimated to be between \$1,500,000 and \$2,000,000.

In order to show the relative importance of Shanghai compared to the rest of China, the import figures for all China for the same period are shown as follow:—

Year	Perfumery, etc.	Toilet requisites	Total
	Hk. tls.	Hk. tls.	Hk. tls.
1916	885,885	727,917	1,613,802
1917	1,004,462	732,774	1,737,236
1918	1,111,795	632,786	1,744,481
1919	1,722,888	670,581	2,393,469
1920	1,516,869	648,825	2,165,694
1921	2,121,731	584,500	2,706,231
1922	2,567,262	609,420	3,176,682
1923	2,766,919	773,997	3,500,916
1924	2,592,117	722,184	3,314,301
1925	2,679,893	698,238	3,378,131
1926	3,559,335	967,091	4,576,426

## Honduras as a Toilet Market

HONDURAS as a market for British perfumery and toilet articles does not seem to have been fully appreciated, and from the following facts it will be seen that the scope is worth considering. The imports of toilet preparations into Honduras for the fiscal year August 1, 1925, to July 31, 1926, inclusive, according to values, show that the United States furnished 80 per cent. of the perfumed soaps, 63 per cent. of the perfumes and cosmetics, and 70 per cent. of other toilet articles and preparations. Germany and France provided most of the remainder, Germany holding second place by a narrow margin. The actual import figures are as follows: Perfumed soaps, 25,661 kilos, valued at \$15,747; perfumes and cosmetics, 72,216 kilos, valued at \$43,695; other toilet articles, 33,704 kilos, valued at \$28,780.

Although the ports of Ceiba and Puerto Castilla receive the imports for approximately one-third of the territory of Honduras, representing an estimated population of about 165,000, a large part of this area is very sparsely settled. The inhabitants are Indians or people of mixed Spanish and Indian blood, the standard of living is low, and their potential purchasing power for imported articles is practically nil. The principal demand for toilet articles and preparations is in the cities and larger towns, from an appreciable number of Americans and other foreigners chiefly employed by the two large American fruit companies. Minor quantities of cheaper grades of bay rum, cologne, Florida waters and shaving lotions are manufactured as by-products by a local concern operating a sugar mill and distillery, and are sold to the lower classes.



Some articles are imported by wholesale dealers and sales agents, but the majority are purchased direct by merchants from manufacturers in the United States and Europe. The majority of the drug stores and mercantile houses handling toilet articles have well-established connections with exporting houses in other countries, especially in the United States, though European houses give longer credit. Prominent exceptions are two large American fruit companies operating in the three principal ports, which obtain all their supplies through their purchasing departments in the United States. Little effort is made to advertise effectively. The merits of some of the better-known articles are announced by placards in the stores and by desultory advertisements in local newspapers. Window displays of toilet articles are extremely rare. The average local retail price of American preparations is 30 to 100 per cent. higher than in the United States.

The chief products in use are perfumed soaps, perfumes and cosmetics, bay rum and toilet waters, shaving preparations, tooth pastes, talcum and other toilet powders, creams, rouges, etc.

## U.S. Trade in Toilet Soaps

In 1926 the United States exported 83,367,000 lb. of soap, valued at \$8,403,000, of which laundry soap comprised almost three-fourths of the total volume. Imports of soap of all classes in 1926 amounted to 6,331,000 lb. As regards exports of toilet soap, the Philippine Islands stand at the top of the list of markets, with Cuba ranking second. British India shows the most outstanding increase, taking but 181,000 lb. in 1922 and 834,000 lb. in 1926. The United Kingdom and Canada are also important customers for this class of soap. The following table shows the totals of United States exports of toilet soap from 1922-26 inclusive:—

(Thousands of pounds)					
Exports to—	1922	1923	1924	1925	1926
United Kingdom ..	1,092	824	600	790	689
Canada ..	907	517	380	557	714
Panama ..	180	188	183	281	266
Mexico ..	177	189	174	189	196
Cuba ..	1,111	1,370	790	829	1,151
Dominican Rep. ..	70	125	148	126	184
Argentina ..	186	189	112	73	162
Colombia ..	91	102	132	198	229
Peru ..	182	378	167	134	167
British India ..	181	276	333	579	834
China ..	353	238	240	435	616
Philippine Is. ..	810	605	655	722	1,410
Australia ..	578	566	112	185	210
Other countries ..	1,647	1,803	1,350	1,661	2,147
	7,565	7,370	5,376	6,761	8,975

### IMPORT TRADE IN TOILET SOAPS

Toilet soaps rank highest in value of soaps imported. France and England lead in marketing toilet soaps in the United States, while the countries of the Mediterranean Basin lead in both castile and "other soaps." The following tables show the quantity and origin of soaps imported from 1922 to 1926:—

(Thousands of pounds)					
Countries and classes	1922	1923	1924	1925	1926
Castile soap from—					
France ..	583	421	472	321	447
Greece ..	141	136	7	18	24
Italy ..	1,189	947	827	1,095	1,092
Spain ..	732	326	422	350	414
United Kingdom ..	4	26	5	3	*
Other countries ..	55	6	8	37	44
Total ..	2,704	1,862	1,741	1,824	2,021
Toilet soap from—					
Austria ..	19	20	13	8	9
France ..	73	353	482	601	677
Germany ..	77	263	41	30	43
Italy ..	*	17	4	3	32
Spain ..	13	26	44	63	40
United Kingdom ..	32	171	280	340	395
Other countries ..	5	53	45	29	23
Total ..	219	903	909	1,074	1,219

\* Less than 500 lb.

## Determination of Aldehydes in Essential Oils

A NEW process for aldehyde determination in essential oils, and in particular for the determination of citronellal in Java citronella oil and citral in lemon oil, is described by C. T. Bennett and M. S. Salamon in the "Analyst" (1927, p. 693). The process consists of adding 20 c.c. of 5 per cent. solution of hydroxylamine hydrochloride in 80 per cent. alcohol, which has been neutralised, to 2 grams of Java citronella oil; 2 c.c. of bromphenol blue solution is added as an indicator. This will give an acid reaction. The solution is then titrated with N/2 alcoholic alkali, with constant shaking until neutralisation takes place. The following formula gives the percentage of citronellal:—

$$\text{Citronellal \%} = \frac{100 \times 0.077 \times \text{c.c. of N/2 alkali}}{\text{Weight of oil taken}}$$

This method claims to be better than the usual method of Dupont and Labaune in that there is a considerable saving of time, and also allows of a direct determination of citronellal instead of assuming that the difference between the geraniol content before and after shaking with hydroxylamine solution is citronellal. This is only an approximation, and is inclined to err on the high side, and it is found that the new method gives somewhat lower figures. The process was also used for the determination of citral in lemon oil, but owing to the lower aldehyde content of this oil 10 to 20 c.c. were used, and, of course, the factor for citral, namely 0.076, substituted for that of citronellal in the formula. The results obtained were substantially in agreement with those given by the B.P. method.

In applying the process to other oils with an aldehyde content the following results were obtained:—

	New method per cent.	Other methods per cent.
Hand-pressed lime oil	8.5 citral	
Lemongrass oil ...	80.3 citral	80 (bisulphite)
Cassia oil ...	79.6 cinnamic aldehyde	83 (bisulphite)
Cinnamon bark oil ...	59.4 do.	60 (neutral sulphite)
Almond oil ...	99.2	
Eucalyptus citriodora	54.3	
Mixture of orange terpenes and lemongrass oil ...	3.78	4.06 (calculated)
Mixture of ethyl phthalate and lemongrass oil ...	5.55	5.52 (calculated)
Commercial citral ...	85.06	90 (bisulphite)

It would therefore appear that the method is a useful one for the determination of aldehydes in essential oils in general.

## Recent Patents

**Abstracts of specifications of recently-granted patents for inventions.** The complete specification (1s. each including postage) of any British patent can be obtained from the Patent Office, 25 Southampton Buildings, London, W.C.2, on quoting the name of the patentee and the number of the patent.

**Colourless Sodium Sulphide.**—To a hot solution of sodium sulphide of s.g. 1.22, made by evaporating a weak solution or dissolving brown crystals of sodium sulphide, is added sodium cyanide and the whole heated to 85-90°, allowed to settle, filtered and crystallised. (B. Laporte, Ltd., Luton. 284,958.)

**Aurothiosulphate Compounds.**—A process for the production of aurothiosulphate compounds of the alkali metals or the alkaline earths, wherein aurous iodide or bromide is dissolved in sodium iodide or bromide solution and the said solution brought into reaction with the thiosulphate of the given metal. (Dansk Chemo-Therapeutisk Selskab. 261,048.)

**Solutions.**—A process for preparing a stable solution of a derivative of dioxydiamino-arsenobenzene (e.g., sulpharsphenamine) by adding to the solution in water dextrose and a salt of a phospho acid, such as the acid phosphates, phosphites or hypophosphites and caustic soda to neutralise or reduce the acidity of the solution. (S. R. MacEwen, Toronto. 272,567.)



## Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

42, Cannon Street, E.C.4, March 8

THE further decline in rubber has overshadowed business in the Mincing Lane produce markets this week and is viewed with much concern by the trade, as the price now stands at practically 1s. per lb., a price not seen since July, 1924. Otherwise there is a firm tone generally in most produce and values now seem stabilised. Cardamoms are very firm, with a renewal of demand and few offers from the source. Agar-agar is tending firmer and higher prices are asked for grey Jamaica sarsaparilla. West African and Cochin gingers continue to rise. Tragacanth has been in fair demand at full prices. Norwegian cod-liver oil shows a fresh advance on continued poor production results. Menthol is quiet and refined camphor firm. In the group of pharmaceutical chemicals business has been moderately good. Citric and tartaric acid continue firm at full rates. Thymol and phenazone are lower owing to competition, and potassium bromide is cheaper from dealers. Citrates have been advanced. Among the industrial chemicals the only change to note is a decline in the Convention prices of red and white lead. Sodium chlorate is steadier; acetate products meet with a fair demand, and copper sulphate is firmer. Carbolic acid is active for export. Among the fixed oils, with a quiet market, several items have cheapened. These include Hankow wood, soya, groundnut and palm kernel. Linseed is irregular and turpentine slightly lower. Other price-changes include an easier feeling in antimony, mercury and platinum.

Higher	Firmer	Easier	Lower
Celery seed (Fr.)	Caraway seed	Acid oils	Bergamot oil
Citrates	(Dutch)	Antimony	Cocoa butter
Cod-liver oil	Copper	Ground nut oil	(Amst. auctn.)
Ginger	sulphate	Gum acacia	Phenazone
Orange oil	Palmarosa oil	Mercury	Potash bromide
(Jamaica)	Sodium	Palm kernel oil	Red lead
Pepper	chlorate	Patchouli oil	Rubber
Salol	Spearmint oil	Platinum	Shellac
Sarsaparilla		Resin	Soya oil
(grey Jamaica)		Salicylic acid	Thymol
			Turpentine
			White lead
			Wood oil

A drug auction will be held next Thursday, March 15.

### Cablegram

BERGEN, March 7.—The catch of cod since the opening of the season amounts to 8,800,000, against 14,100,000 at the corresponding period of last year, and the yield of steam-refined non-freezing oil is 8,489 hectolitres, against 17,108 hectolitres at the same period last year. Market is dearer at 180s. per barrel, c.i.f., for finest steam-refined non-freezing oil.

### Crude Drugs, etc.

AGAR-AGAR remains firm and in higher tendency. Kobe No. 1 is 3s. 7½d. spot, 3s. 5½d. afloat, and 3s. 4½d. c.i.f. for March-April shipment. Yokohama No. 1 for March-May shipment is 3s. 2½d. c.i.f.

ALOES.—The exports from the Union of South Africa during November 1927 amounted to 75,333 lb. (£693), against 155,700 lb. (£1,181) in November 1926. During the eleven months ended November 30 the exports were 725,663 lb. (£5,513), against 900,552 lb. (£6,721) for the corresponding period of 1926.

ANTIMONY.—While English high-grade refined is still £64 10s. to £65, with good brands obtainable at £2 under these figures, there has been a further weakening tendency in the market for Chinese regulus, which is obtainable on the spot at about £44 10s., while terms for shipment have been shaded in the neighbourhood of £40 10s. c.i.f. Chinese crude is slightly easier, being £35 10s. to £36 on the spot, and orders for shipment might be arranged about £31 10s. c.i.f.

BALSAMS.—Peru is firm at 6s. 10d. per lb. c.i.f. for genuine of direct import. Tolu is steady at 3s. 6d. for good hard bright on the spot. Canada is firm at 6s. per lb.

BUCHU.—The exports from the Union of South Africa during November 1927 amounted to 9,875 lb. (£426), against 3,103 lb. (£142) in November 1926. During the eleven months ended November 30 the exports were 133,635 lb. (£5,821), against 181,830 lb. (£8,646) for the corresponding period of 1926.

CADMIUM.—There has been a good demand for Australian metal at 2s. to 2s. 1d. per lb., according to quantity, and business in other material hangs fire, although it is reported that a fair quantity came in lately from Germany.

CALUMBA is firm, with fair small sorts offering at 20s. to 22s. 6d. per cwt., and for good to fine washed from 35s. to 45s. per cwt. is wanted. Stocks are getting into much smaller compass.

CAMPHOR (REFINED) remains firm at 2s. 7½d. per lb. on the spot for Japanese slabs, and for March-May shipment 2s. 5d. c.i.f. is quoted; ¼ oz. tablets are 3s. per lb., and flowers 2s. 9d.

CARAWAY SEED.—Dutch is rather dearer at 36s. 9d. per cwt. c.i.f. for prompt shipment.

CARDAMOMS.—With a renewal of demand from the Continent and elsewhere, and practically no offers from Ceylon and India, the market has a very firm undertone. Good bold bleached Ceylon-Mysore are quoted at 8s., medium to bold 5s. 6d to 5s. 9d., smalls 3s. 9d.; green Alleppy have been sold at 4s. 6d. c.i.f., and Ceylon green at 4s. spot, with 4s. 2d. asked; Bombay seed is 5s. 6d. and 5s. 7d. c.i.f.

CELERY SEED.—Shippers of French are asking the higher price of 82s. 6d. per cwt. c.i.f.; spot value is about 85s.

CINCHONA.—An auction will be held at Amsterdam on March 21, consisting of 783 packages Java pharmaceutical bark weighing 35,215 kilos.

CLOVES.—Zanzibar continue quiet at from 7½d. to 7¾d. per lb. on the spot, and for March-May shipment sellers quote 7½d. per lb. delivered weight. The landings during the week ended March 3 were 1,245, and the deliveries 356, leaving a stock of 12,297 bales, against 8,413 in 1927 and 13,473 in 1926. The landings of Zanzibar during the period January 1 to March 3, 1928, were 5,204 bales, against 4,530 for 1927, and the deliveries 2,404, against 3,770 in 1927.

COCOA BUTTER.—Prime English C.F.R. is now 1s. 9d., and other makes 1s. 8½d. per lb., in not less than one-ton lots. At auction in Amsterdam on March 6 Van Houten's "A.A." sold at 112.89 cents per half-kilo, against 122.14 c. in January; "A" sold at 97.05 c., against 102.65 c. in January.

COD-LIVER OIL.—The Lofoten fishing results last week were again poor—8,489 hect. against 17,108 hect., which means that the production to date is less than half that of a year ago. On this account Norwegian exporters have advanced prices, several quoting from 175s. to 180s. per barrel c.i.f. for finest new season's Lofoten non-freezing oil. It is very difficult to form an opinion of the market, as although the production is small it remains to be seen whether this reduction will be sustained during the further progress of fishing. Market is, therefore, very sensitive, and most of the large consumers prefer to hold off, awaiting developments. Spot lots have been selling at up to about 160s. per barrel, ex wharf, London, for last year's oil.

BERGEN, February 27.—During the past week the cod fishing at Lofoten was possible for two days only, stormy weather being prevalent. Up to February 25 the catch was only 1,564,000 cod, against 4,015,000 at the same date last year. The total output of all the Norwegian cod fisheries, compared with that of the previous years, is as follows:—

To	Catch	Yield of steam-	Livers for
February	of cod.	refined c.i.o.	crude oils
18, 1928 ..	4,600,000	4,496 hect.	2,009 hect.
" 19, 1927 ..	6,100,000	7,427 "	894 "
" 20, 1926 ..	5,900,000	10,136 "	1,979 "
" 21, 1925 ..	4,400,000	8,585 "	4,101 "
" 23, 1924 ..	4,400,000	9,991 "	2,456 "

CORN PRODUCTS, ETC.—Guaranteed water-white glucose (corn syrup) is 21s. 9d. per cwt. for March-April delivery, ex store, London, duty paid. Dutch maize starch powder (cornflour) is 15s. 6d. per cwt. on the spot. American for March-April delivery is also 15s. 6d. per cwt., ex store, London. Pearl starch for March-April shipment is 15s., ex store, London. Dutch maize starch crystals is 22s. on the spot. American for March-April delivery is 20s., ex store, London. Dutch dextrin is quoted at 22s. to 25s. per cwt. on the spot as to quality. American canary for March-April delivery is 18s. 10½d. per cwt. White for March-April delivery is 18s. 7½d., ex store, London. Dutch farina is unchanged at 16s. 9d. per cwt. on the spot, and 15s. 9d. per cwt. f.o.b.

CUTCH.—Borneo is somewhat scarce at 25s. per cwt. on the spot.



ERGOT remains quiet at from 3s. to 3s. 2d. per lb. for Russian and/or Polish on the spot.

GALLS are inactive, Bagdad blue offering at 55s. per cwt. on the spot, and Aleppo blue at 53s. c.i.f. For shipment Chinese are quoted at 53s. c.i.f. for ordinary and 54s. c.i.f. for plum-shaped. The London stock of galls at the end of February was 1,205, against 594 in 1927 and 12 in 1926. The landings to February 29 were 222 and the deliveries 159.

GINGER is dearer. West African on the spot has been sold up to 37s. 6d. to 38s. per cwt. Sales also include Japanese at from 57s. 6d. to 60s. per cwt., and Cochin at 52s. 6d. to 55s. for fair washed rough on the spot. Calicut is 55s., small Jamaica is 65s., and bold 90s. to 110s. per cwt.

GUM ACACIA is dull and easier. Natural Kordofan hashab is quoted at 37s. per cwt. on the spot, and c.i.f. prices have been advanced to 36s. 9d. Cleaned is 38s. 9d. spot, and on c.i.f. terms values are from 37s. 6d. to 38s. 6d. The London stock at the end of February was 5,812, against 8,066 in 1927 and 6,121 in 1926; the landings to date have been 523 and the deliveries 1,365.

HENNA LEAVES.—Good green Egyptian is offered at 52s. 6d. per cwt. on the spot, and Egyptian powder (English ground) at 75s. per cwt.

HONEY has been in better demand, particularly for the cheaper manufacturing grades for Continental account. Polish amber set Jamaica is quoted at 42s. 6d. down to 37s. 6d. for amber set. San Domingo and Cuban are quoted at from 32s. 6d. to 40s. per cwt., according to quality. White set Californian is quoted at 52s. per cwt.

MAGNESIUM.—Home makers are securing a fair outlet on the basis of 3s. 9d. to 4s. 3d. per lb. for small ingots and sticks, and quotations for powder vary from 5s. to 6s. 3d. per lb.

MASTICH is quiet at about 2s. 3d. per lb. on the spot.

MENTHOL remains dull at 15s. 9d. per lb. on the spot for Kobayashi-Suzuki. To arrive, January-March shipment is 15s. 1½d., and March-May 15s. 1½d. c.i.f.

MERCURY has remained unsettled, although there has been no apparent pressure to sell on the spot. Quotations have been widely divergent, varying between £21 up to £21 10s. per bottle, less the customary discount. The higher figure, however, is purely nominal. While small lots could doubtless be secured at £21 7s. 6d., terms for good-sized parcels are £21 to £21 5s. There have been a few inquiries from China and Japan, but the terms offered were much too low to permit of business. There is no doubt that consumers are looking for lower prices, and are holding off where possible. The American market is reported quiet at about \$121, duty paid. It is understood that several thousand bottles were already shipped against the large contract referred to in our Editorial columns for 10,000 bottles some time ago.

PEPPER is again dearer. Fair black Singapore is now 1s. 6½d. per lb. on the spot; to arrive, January-March and March-May shipments is 1s. 6½d. value c.i.f. Lampong is higher at 1s. 6½d. spot. January-March shipment has been sold at 1s. 5½d. to 1s. 6d.; March-May at 1s. 6½d. to 1s. 6½d.; April-June at 1s. 6½d. to 1s. 6½d.; August-October, at 1s. 4d. to 1s. 4½d. c.i.f. Tellicherry has been sold at 1s. 6½d. spot; afloat has sold at 176s. c.i.f. Alleppy is 1s. 6½d. spot, and March-April shipment is 166s. c.i.f. White Muntok has been sold up to 2s. 4d. spot; January-March shipment has changed hands at 2s. 4d.; March-May at 2s. 4d. to 2s. 4½d.; and April-June at 2s. 4½d. to 2s. 4½d., and August-October at 2s. 2½d. to 2s. 3½d. per lb. c.i.f., closing sellers on Wednesday slightly below these prices.

PIMENTO is firmer at 9d. per lb. on the spot, and for February-March shipment sellers quote 80s. per cwt. c.i.f.

PLATINUM.—With a little more offering lately the price of refined platinum has been reduced, standing at about £17 to £17 5s. per oz., while crude and scrap metal range from £15 10s. to £16 per oz. Iridium was easier, current quotations for raw ranging from about £55 to £65. U.S.A. imports for last year were 128,544 oz., against 113,747 oz. for 1926.

RUBBER has again had a sensational decline, amounting to 1½d. per lb. Up to yesterday prices were more or less steady, but to-day (Wednesday) the price dropped at one time 1½d. per lb. This sudden collapse is mainly due to a cable from Singapore stating that the members of the Chamber of Commerce had, by a majority of two to one, voted in favour of the abolition of restrictions. Although these members, not being producers, can hardly be regarded as important factors in the situation, it only goes to confirm our previous impression that the market is at present in a highly sensitive state. This sudden drop to 1s. per lb. has given rise to much misapprehension, and may cause financial trouble in some quarters. Deliveries last week were again heavy and stocks were reduced by 1,125 tons. The London stock

now stands at 61,978 tons, against 59,945 tons at the corresponding period last year. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet, spot and March, 1s. 0½d.; April-June, 1s. 0½d.; July-September, 1s. 0½d. per lb.

SARSAPARILLA is very firm, good red native Jamaica offering at 1s. 8d. to 1s. 9d. Sales of fair red have been made at about 1s. 7d., and palish at 1s. 6d. Grey Jamaica is scarce and nominal at 2s. to 2s. 1d. per lb.

SEEDS.—The general tone of the market continues much as previously reported—very quiet, with most prices unchanged. ANISE: Spanish 50s., Levant, 34s., and Russian 32s. per cwt. CANARY remains dull; Mazagan is 14s. 6d. spot, and for forward shipment 14s. c.i.f.; Saffi, 14s. spot. CUMIN: Maltese is 60s. spot, Morocco 55s. on the spot, and 52s. 6d. c.i.f. is quoted for forward shipment. CORIANDER: Morocco remains firm at 47s. 6d. spot, and forward offers are unobtainable; Russian is 39s. spot, and 37s. 6d. c.i.f. is quoted for forward shipment. FENUGREEK: Morocco is 16s. 6d. to 17s. HEMP: Manchurian is 16s. 9d. and Chilian 17s. 6d. LINSEED: Mazagan is 20s. 6d. spot. MUSTARD: English is 27s. per cwt. on the spot.

SENNA.—Alexandrian pods are held at from 3s. 9d. to 4s. 6d. per lb. as to quality; whole and half-leaf mixed 4d. per lb. Tinnevely pods are in good supply at from 3½d. to 4½d. as to quality; hand-picked pods offer at from 7½d. to 8½d.; bold green Tinnevely leaf 8½d., and medium 6d.

SHELLAC.—The spot market is about 10s. per cwt. cheaper, usual standard TN orange offering at 175s. per cwt.; fine orange is 220s. to 330s.; pure button, 230s., and AC cakey 205s. To arrive, sellers of February-March shipment quote 160s., March-April 155s., April-May 150s., and May-June 147s. 6d. c.i.f., the latter having sold at 145s. c.i.f. Sales for delivery include March at 163s. to 162s. 6d., May 162s. 6d. to 160s. to 168s., and August 153s. to 149s. to 137s.

SQUILL continues very scarce and dear, with good white still unobtainable; brown manufacturing can be had at 22s. 6d. per cwt.

SUMBUL ROOT.—Genuine Russian is quoted at 1s. 3d. per lb. TRAGACANTH.—The London stock at the end of February was 6,829, against 7,048 in 1927 and 4,097 in 1926. The landings for this year to the end of February were 1,796 and the deliveries 2,728 packages. During February a fair quantity of medium and better grades were sold at full prices. Low grades are plentiful and slow of sale.

VALERIAN.—Belgian is quoted at 45s. per cwt. on the spot. WAX.—Carnauba steady; fatty grey 129s. spot; no afloat and 122s. c.i.f. for March-April shipment; chalky-grey, spot 130s.; no afloat; 124s. c.i.f. for shipment; Primera, 250s. spot; no afloat, and 212s. 6d. c.i.f. for shipment; N.W.iana, 235s. spot and 195s. c.i.f. for shipment.

WAX (VEGETABLE) remains quiet at 85s. per cwt. on the spot, with March-May shipment offering at 80s. c.i.f.

### Essential Oils

THERE is no change this week in general conditions, which have been described as stagnant. An article worth attention is orange oil, and it is confidently expected to go higher. Palmarosa and spearmint are both firmer. Patchouli is easier, and bergamot slightly lower.

ANISE (STAR).—"Red Ship" stands at 2s. 5d. to 2s. 6d. per lb. on the spot, but it is a neglected market, and very little business is passing.

BERGAMOT is very dull and again lower this week at 23s. per lb. on the spot, and 22s. 3d. per lb. c.i.f.

CASSIA is still scarce on the spot and worth about 7s. per lb. Interest in forward business is very flat, and there are few inquiries owing to the continued absence of a guarantee of purity.

CEDARWOOD is unchanged at 1s. 2½d., in drums, and 1s. 4½d. in cases, for spot supplies. Shipment prices are from 1s. 1d. to 1s. 2d. per lb.

CITRONELLA.—Ceylon is reported to be somewhat scarce on the spot at 1s. 6d. per lb.

GERANIUM.—Bourbon is steady at 14s. per lb. on the spot and about 13s. 6d. c.i.f. Algerian is also steady at 12s. per lb. on the spot.

GINGERGRASS is very steady at 8s. 3d. per lb. on the spot and 7s. 9d. c.i.f.

LEMON.—Sicilian is a little easier this week and is quoted at 8s. 6d. on the spot and 8s. 3d. per lb. c.i.f.

LEMONGRASS.—Cochin is steady at 3s. 6d. per lb. on the spot.

ORANGE.—The position of all orange oils is very interesting, and higher prices should be seen within the next few months. We reported a few weeks ago that the Jamaica crop was very short owing to drought, and it is well known that the Sicilian crop is about 30 per cent. below the average. It is now reported that the produce from the



recent navel crop in California is being sold as fruit, so that there will not be any further supply of oil from that source until June, after the Valencia crop in May. Sicilian sweet is firm at 11s. per lb. c.i.f., and the bitter is quoted at 10s. 1d. per lb. c.i.f. Jamaica is dearer at 9s. 6d. per lb. on the spot. The Californian is 9s. 6d. to 10s. per lb. on the spot.

**PALMAROSA.**—The East Indian is a little firmer, over the week, and is now 11s. 6d. per lb. on the spot, with 11s. per lb. c.i.f.

**PATCHOULI.**—Singapore has gone a little easier in one direction, where it is quoted at 28s. per lb. on the spot and 26s. per lb. c.i.f.

**PEPPERMINT.**—There is more interest being shown in American natural tin oil, which stands at 14s. 3d. to 14s. 6d. on the spot and 13s. 9d. to 14s. 3d. per lb. c.i.f. Japanese dementholised is quiet and unchanged at 6s. 3d. per lb. for Kobayashi-Suzuki on the spot and 5s. 7½d. c.i.f. for forward shipment in any position. Italo-Mitcham is 12s. per lb. on the spot.

**PINE.**—Russian needle oil is quoted at 2s. 9d. per lb. on the spot. The Dutch oil stands at 7s. 6d. per lb. on the spot.

**SASSAFRAS.**—Genuine American is in a little better demand, but the price is unchanged at 3s. 6d. per lb. on the spot.

**SPEARMINT** is only obtainable in very few places on the spot, and 20s. per lb. is asked. The forward price is from 18s. 6d. to 18s. 9d. per lb. c.i.f.

**WORMSEED (CHENOPodium)** is steady at 14s. 6d. per lb. on the spot, and 14s. per lb. c.i.f.

The following arrivals have taken place from the countries indicated during the period February 29 to March 6 (inclusive): Almond (Fr.), 31 cs.; bergamot (It.), 6 cs.; cinnamon (Ger.) 1 cs., (Cey.) 1 cs.; citronella (Cey.) 6 cs., (Guat.) 8 cs.; lavender (Fr.), 2 cs.; lemon (It.) 129 cs., (U.S.) 3 dm.; lemongrass (Cey.) 6 cs., (Fr.) 1 cs.; nutmeg (U.S.), 1 cs.; orange (It.) 70 cs., (B.W.I.) 10 cs., (Ger.) 1 cs.; palmarosa (Br. Ind.), 11 cs.; peppermint (Jp.) 110 cs., (U.S.) 5 cs., 2 dm.; petitgrain (Fr.) 1 cs.; rosemary (Fr.), 2 cs.; thyme (Sp.), 1 dm.; vetivert (Fr.), 1 cs., 1 dm.; undescribed (Fr.), 10 cs.

#### Pharmaceutical Chemicals, etc.

ONE or two items are slightly easier on quotation, otherwise the market is generally unchanged. Business has been moderately good. Citric and tartaric acids continue firm at full rates. Thymol is cheaper, and competition has brought lower prices for phenazone, and potassium bromide is cheaper from dealers.

**ACETANILIDE** continues unchanged, with a moderate business: B.P. crystals and powder, 1s. 5½d. to 1s. 6d. per lb.

**AMIDOPYRIN** continues to be quoted at from 8s. 1d. to 8s. 2d. per lb., with the market dull.

**ASPIRIN** remains steady, with reliable makes at 2s. 5d. to 2s. 7d. per lb., as to grade and quantity, for home and foreign makes.

**BARBITONE** does not meet with much business: dealers offer spot at 5s. 8d. to 5s. 10d. per lb.

**BENZOIC ACID (B.P.)** is unchanged, with the market moderately active: ex works, 2s. 0½d. to 2s. 1d. per lb., for quantities; small parcels, 2s. 2d. to 2s. 3d. ex store.

**BENZONAPHTHOL** is steady but quiet: dealers quote five-kilo parcels at 3s. per lb.

**BROMIDES.**—In some respects the market is slightly easier, with some cheaper offers from dealers, as follows: ammonium, 1s. 11½d.; potassium, B.P. crystals, 1s. 7½d.; granular, 1s. 7d.; sodium, B.P., from 1s. 10½d. per lb., for quantities in cases. British makers' list prices are unchanged: ammonium, from 2s. 1d.; potassium, B.P., from 1s. 9½d. to 1s. 11½d. per lb.

**CALCIUM LACTATE** is moving in good quantities, with prices about steady at 1s. 1½d. to 1s. 2d. per lb., for quantities; small parcels, 1s. 2½d. per lb.

**CHLORAL HYDRATE.**—Duty-paid crystals continue in good demand and prices are well maintained and tend to harden from 3s. 3d. to 3s. 4d. per lb.

**CITRATES.**—The makers have advanced their prices by a further 2d. per lb., and now quote:—

	List	28 lb.
	s. d.	s. d.
Potassium citrate, B.P. ...	2 6	2 5
Sodium citrate, B.P.C., 1923 ...	2 6	2 5
Ditto, B.P.C., 1911 ...	2 3	2 2
Iron citrate and ammonia, B.P. ...	2 8	2 7
Ditto, green scales ...	3 1	3 0

**CITRIC ACID (B.P. crystals)** continues quite firm, although there has been no rush of business: spot is fully 1s. 10d. to

1s. 11d. per lb. for foreign, with the c.i.f. quotation as reported last week.

**CREOSOTE (B.P.)** is steady but quiet at from 1s. 8d. to 1s. 9d. per lb.

**CREOSOTE CARBONATE** remains dull at from 5s. 10d. to 6s. per lb.

**ETHERS (METHYLATED).**—The new schedule of makers' prices given last week show a reduction of ½d. per lb.

**GUAIACOL CARBONATE** is unchanged, with dealers offering from 4s. 8d. to 4s. 9d. per lb.; market quiet.

**HEXAMINE.**—A fair business continues at competitive rates of 2s. 2d. to 2s. 3d. per lb. for quantities of small crystals; free-running crystals about 1d. per lb. more.

**HYDROQUINONE** is moving in fair volume at from 3s. 8d. to 4s. 9d. per lb., according to quantity.

**LACTIC ACID (B.P.)**—Since our last report the Board of Trade have issued their notice of receipt of application for exemption from liability to key industry duty. If the application succeeds the exemption order should be issued by early May at the latest: spot is now quoted at 2s. 8½d. per lb., in carboys.

**METHYL SALICYLATE (B.P.)** is irregular, with large quantities at very cheap rates: ordinary-sized parcels, from 1s. 5d. to 1s. 5½d. per lb.; small lots, 1s. 6d.

**METHYL SULPHONAL** continues to be offered at cheap rates in some quarters at about 9s. to 9s. 6d. per lb.; business is quiet.

**MORPHINE.**—Makers quote the alkaloid crystals at 17s. 6d. and precip. at 17s. 3d. per oz.; hydrochloride is 13s. 9d., and crystals 14s. per oz.

**PARAFORMALDEHYDE** (100 per cent. powder) is steady but quiet, with prices at 1s. 8d. to 1s. 9d. per lb., in kegs.

**PARALDEHYDE** is unchanged: quantities in carboys, 1s. 1d. to 1s. 2d. per lb.; small lots, in bottles, 1s. 3d.

**PHENACETIN** is steady and a fair amount of business is moving at about the quoted rates of 2s. 5d. to 2s. 6d. per lb.

**PHENAZONE.**—Some offers are cheaper for quantities down to 3s. 10d. per lb.; small lots, 3s. 11d. to 4s. per lb.; business has been fairly good.

**PHENOLPHTHALEIN** is unchanged at the controlled prices of 5s. 11d. to 6s. 1½d. per lb.; business quiet.

**POTASSIUM PERMANGANATE (B.P.)**—Business has been slow for quantities offered by dealers at 5d. per lb., in drums; small parcels, 5½d. ex store.

**RESORCIN** is steady in the region of 3s. per lb., with a limited business.

**SALICYLIC ACID (B.P.)** continues dull, with quantities offered at about 1s. 2d. to 1s. 3d. per lb.

**SALOL** is slightly dearer at from 2s. 3d. to 2s. 4d. per lb.

**SODIUM BENZOATE (B.P.)**—Quite good business is reported with prices very steady at 1s. 7½d. to 1s. 7½d. per lb., for quantities on spot.

**SODIUM DIETHYLBARBITURATE** remains slow at from about 7s. 10d. per lb.

**SODIUM SALICYLATE (B.P.)**—Prices are unchanged, with no great amount of business on the market: crystals, 1s. 8d.; powder, 1s. 7d. per lb., for quantities, in cases.

**SULPHONAL** remains dull, with some cheap offers at about 6s. 6d. per lb.; other quotations are at about 6s. 9d. per lb.

**TANNIC ACID.**—B.P. *leviss* is well maintained at 2s. 10d. per lb., for quantities in kegs; small parcels, about 3s. per lb.

**TARTARIC ACID (B.P. crystals).**—Business has been dragging, but prices are well maintained, with foreign powder on spot fully 1s. 4½d. per lb., less 5 per cent.

**TERPIN HYDRATE** is steady and meeting with occasional business at 1s. 5d. to 1s. 6d. per lb.

**THYMOL.**—A reduction in the quoted price is notified in some quarters, with synthetic fine white down to 9s. 6d. to 9s. 9d. per lb., in one-cwt. lots; ex ajowan seed slightly dearer.

**VANILLIN** remains quiet: 100 per cent. from cloves is quoted at about 15s. 3d. to 15s. 6d. per lb.

#### Industrial Chemicals, etc.

London, March 7.

THE only change of importance to record in this section is a movement to lower figures in red and white leads, otherwise the market is steady, with a moderate volume of business being done.

**ACETIC ACID** meets with a fair business: 80 per cent. technical, £36 15s.; 80 per cent. pure, £37 per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £66, in glass demijohns; glacial, in barrels, £56 per ton, ex store.

**ACETONE** is well maintained on a bright market at £63 to £56 per ton, in drums, ex store.

**ALUM** is steady but quiet: spot is quoted at £3 5s. to £3 10s. per ton, for lump, in casks, ex store; slightly cheaper for quantities to arrive.



**AMMONIA (ANHYDROUS)** has been in brisk inquiry, with quoted prices very competitive: spot, 99.95 per cent., 9d. to 11d. per lb., in loaned cylinders, carriage paid; slightly cheaper for contracts.

**AMMONIUM CHLORIDE**.—Grey galvanising is fairly active at £22 per ton, in casks, ex store; slightly cheaper for contracts.

**ARSENIC** is still rather dull, but quotations are about maintained at £17 per ton upward, f.o.r. mines, for white Cornish of 99 per cent.; only a limited business has been reported lately.

**COPPER SULPHATE** is again firmer, with a fair export business, and the larger makers quote £26 10s. to £27 for casks, f.o.b., less 5 per cent. Home trade terms vary upward of £21 per ton delivered.

**CREAM OF TARTAR** continues firm, with a fair business: quoted at 99s. 6d. to 100s. per cwt., less 2½ per cent. for foreign B.P. powder to arrive.

**FORMALDEHYDE** is steady but quiet: 40 per cent. by volume, £37 per ton, in casks, ex store; slightly cheaper for contracts.

**FORMIC ACID** is well maintained on a bright market: 85 per cent. quoted fully £46 to £46 7s. 6d. per ton, in carboys, ex wharf or store.

**GLAUBER'S SALT**.—Commercial quality is unchanged, with a limited business moving: spot, £3 12s. 6d. per ton, in single bags, ex store; slightly cheaper for quantities to come forward.

**ISOPROPYL ALCOHOL** continues in fair demand, with quoted prices very competitive: reliable material from 10s. 9d. to 11s. 3d. per gallon, in drums; small lots, 11s. 6d.

**LEAD PRODUCTS**.—Lead acetate is steady but quiet: brown, £40 10s.; white, £42 10s. per ton, in casks, ex store; red lead, imported, about £30 per ton, c.i.f.; market is easier; white lead, imported, dry, £33; ground in oil, £35 per ton, c.i.f. London; Convention prices are easier this week.

**LITHOPONE** is steady, with a fair business: spot, 30 per cent, Continental red seal, £20 per ton, in casks, ex store; slightly cheaper for contracts.

**OXALIC ACID** is meeting with a good demand: quantities at £29 17s. 6d. to £30 per ton, ex wharf; small spot parcels, 3½d. per lb., ex store.

**POTASSIUM CARBONATE** continues quiet: 90 to 92 per cent., £25; 96 to 98 per cent., £26 per ton, in cases, ex store; slightly cheaper for contracts.

**POTASSIUM CHLORATE** is steady but distinctly quiet: quantities to come forward, 2½d. per lb., ex wharf; small spot parcels, about 3½d. per lb.

**POTASSIUM PERMANGANATE**.—Commercial quality is offered in two-ton lots to arrive, down to 4½d. per lb., in two-cwt. drums; spot, 4½d. to 5d. per lb., ex store.

**POTASSIUM PRUSSATE** is fairly active at 6½d. per lb., for quantities, in casks; small spot parcels, 7d. per lb.

**SAL AMMONIAC** is moving in fair quantities, with prices steady: dog-tooth crystals, £28 10s.; medium, £27 10s.; fine white crystals, £18 10s. per ton, in casks, ex store; slightly cheaper for contracts.

**SODIUM ACETATE** is firm and in short supply, with a good demand on the market: fully £21 per ton, in casks, ex store.

**SODIUM CHLORATE** is steadier, and there has been rather more business: quantities to arrive from 2½d. to 2¾d. per lb., ex wharf; small spot parcels, 3½d. per lb., ex store.

**SODIUM HYPOSULPHITE** is moving in fair quantities: dealers quote photographic pea crystals, in one-cwt. kegs, £15 per ton; commercial lump, £9 per ton, in casks, ex store; British makers' price for pure crystals to home consumers on contract, £15 per ton, carriage paid to buyer's station.

**SODIUM PRUSSATE** continues in fair demand at 4½d. per lb. for quantities, in casks, ex store; small parcels, 4¾d. to 5d. per lb.

**SODIUM SULPHIDE** remains dull: 60 to 62 per cent. solid, £9 10s.; broken, £10 10s. per ton, in drums, ex wharf.

**SULPHUR**.—The demand is not very active, but the tone is steady, with crude ranging from £5 12s. 6d. to £5 17s. 6d., while Sicilian flowers are £13 7s. 6d., refined ground £12, and roll £10 15s., all c.i.f. to arrive.

**COAL-TAR PRODUCTS, ETC.**—There is little or no change to record. Pitch, with most other items, remain quiet, Pyridin is cheaper, with offers at about 5s. 6d. per gallon. Carbolic acid is active for export, and makers now quote for May shipment; prices tend somewhat higher.

#### Fixed Oils, etc.

ONE or two items are easier, with the market quiet; these include wood and soya oils. Palm oils are steady. Linseed oil closes unsteady, and American turpentine is on slightly lower levels. ACID OILS are easier and remain dull: coconut and/or palm kernel, 36s.; groundnut, 30s.; soya, 25s. spot. CASTOR is unchanged and quiet: pharmaceutical, 51s.; first

pressings, 46s.; second pressings, 43s. per cwt. spot, in barrels, in not less than one-ton lots. COCONUT is steady but quiet: deodorised, spot 48s. 9d.; Ceylon, 42s. 6d. c.i.f.; Cochin, 52s. c.i.f. COTTON.—Prices are maintained, with business quiet: deodorised, 45s.; common edible, 44s.; soap-making, 39s.; crude, 38s. spot. GROUNDNUT is dull and slightly easier: deodorised, spot 47s. 9d.; crude Oriental, 43s. c.i.f. PALM KERNEL is slightly easier on a dull market: deodorised, 45s.; crude, about 40s. spot. PALM is now quite steady, and there has been a little more business moving: Lagos, 34s. 3d.; softs, 33s. 3d.; mediums, 33s. 3d.; hards, 33s. 9d.; bleached, 36s. 3d. spot. RAPE is dull, with values steady: refined, 47s.; crude, 45s. spot. SOYA is much easier: deodorised, 39s. 6d.; crude, 35s. 6d. spot. LINSEED (raw, naked).—Quoted values show a slight improvement forward, but the market is irregular and quiet: spot, 28s. 6d.; March, 27s. 6d.; March-April, 27s. 7½d.; May, August, 28s. 9d.; September-December, 29s. 6d. Boiled oil, spot 31s. 6d. Hull, on spot, 28s. 3d.; March, 28s. 4½d.; April, 28s. 6d.; May-August, 28s. 9d.; September-December, 29s. 4½d. Hull, 28s. 3d. spot; March, 28s. 3d.; April, 28s. 6d.; May-August, 28s. 10½d.; September-December, 29s. 4½d. TURPENTINE has been losing ground again, although there has not been much alteration in the American quotations. The trade demand was limited, but deliveries for last week made a good showing, amounting to 2,084 barrels, making a total since January 1 of 17,190 barrels. Stocks were, therefore, further reduced, amounting to 51,793 barrels, which compares with 53,446 barrels the same date last year. A certain amount of trading has been noted in new crop months, but this was chiefly confined to covering of sales effected at higher prices. The London spot prices closed on Wednesday evening at 40s. 3d.; March-April, 40s. 6d.; May-June, 40s. 9d. per cwt. RESIN.—The tendency was easier, having been affected by resales on speculative account at less money than the cost of import. Fresh business has been more difficult and restricted. C.i.f. terms for shipment from America are as follows: B to D 18s. 4½d. to 19s. 1½d., E 19s. 6d., F 19s. 9d., G to I 20s. to 20s. 1½d., K to N 20s. 3d. to 21s. 3d., W.G. 22s., and W.W. 23s. 10½d. Terms ex-wharf are about 3d. per cwt. over the rates above mentioned, except for the top grades, which command a premium of 9d. WOOD.—Hankow, in barrels, on spot is easier at 74s., with the market flat; February-March shipment is 76s., and March-May 75s. c.i.f. OLIVE.—B.P. for shipment is quoted at 6s. 5d. per gallon c.i.f.; French edible, 7s., ex wharf, and Italian edible 8s. 3d. per gallon.

**LUBRICATING, MINERAL AND BURNING OILS, ETC.**—There is no change to report again this week. Conditions are generally steady, with business quiet, and prices are as given in the C. & D., February 25, p. 261.

#### Bulgarian Rose Oil Exports

ACCORDING to the returns published by the General-Direction of Statistics, Sofia, exports of rose oil from Bulgaria during the month of October 1927 were 231 kilos, valued at 17,566,205 levas, consigned to the following countries: Great Britain, two kilos; Germany, ten kilos; Italy, two kilos; United States, 23 kilos; France, 129 kilos; Switzerland, 65 kilos. During the period January-October 1927 the total exports amounted to 2,206 kilos, valued at 170,296,167 levas.

#### Seychelles Essential Oils

AFTER the copra industry, the distillation of essential oils holds the place of next importance in the industries of the Seychelles. The distillation of cinnamon oil was continued energetically, and increasing interest has been shown in the distillation of patchouli, basil, and lemongrass oil. The total export of essential oils of all kinds during 1926 amounted to 46,183 litres, valued at rs. 325,037. The export in 1925 amounted to 45,999 litres. The total export of vanilla during 1926 amounted to 550 kilos, valued at rs. 4,568, compared with 2,466 kilos, valued at rs. 42,509, in 1925.

#### Sierra Leone Kola

THE exports from Sierra Leone during 1926 amounted to 3,015 tons (£246,725), against 2,442 tons (£215,721) in 1925. Nigeria is still the largest purchaser, taking 36 per cent., French Senegal and Gambia taking approximately 30 per cent. each. The following table shows the exports of kola to the three principal consuming countries during the last five years:—

	1922 lb.	1923 lb.	1924 lb.	1925 lb.	1926 lb.
Nigeria	1,359,085	1,359,643	1,767,200	2,172,633	2,443,551
Gambia	2,553,432	2,531,718	1,785,875	1,371,418	2,058,588
Senegal	1,928,214	1,557,544	1,893,604	1,764,270	2,071,130

The figures in the above table show clearly the steady development with Nigeria.





Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

### The Analysis of Dispensed Medicine

SIR,—On reading through the report of the Middlesex Insurance Committee on dispensed medicines as detailed in your last week's issue, there appears a very serious discrepancy between the two analysts as tabulated below:—

	Official analyst	Independent analyst	Discrepancy
Case 4:			
Acid. hydrobrom.	+10	0	10%
Pot. bromid. ..	-12	-8	4%
Quin. sulph. ..	0	+2	2%
Case 5:			
Pot. iodid. ..	-10	+3	13%
Ammon. chlorid.	+6	+5	1%
Pot. bicarb. ..	+4	-3	1%
+ signs denoting alleged excess.			
- signs denoting alleged deficiency.			

Facts such as these make very disquieting reading, and call for serious attention in the proper quarter. Considering the seriousness of the work (i.e., whether or not a dispensed medicine has been compounded accurately), the great difference between the remuneration of the analyst and the dispenser, and the general difference of the conditions under which the two functions are carried out, the above results are glaring.

Yours faithfully,

JOHN H. HILLS.

Stockport.

### Proposed Amalgamation in Northern Ireland

SIR,—In your issue of March 3 (p. 273), in the report of the annual meeting of the Chemists' and Druggists' Society of Ireland, Mr. Abernethy is reported as having said that he "could not discover why the North Irish Pharmacists were so keen to amalgamate now." This remark is misleading, as the North Irish Pharmacists knew nothing whatever of the proposed amalgamation until a letter regarding the matter was received from the secretary of the Ulster Retail Drug Trade Association, and the matter was discussed on March 5 for the first time, when this letter was read at our committee meeting.—Yours faithfully,

JOHN ADAMS,

Hon. Sec., North Irish Pharmacists' Association,  
Belfast.

### Publicity for Pharmacy

SIR,—I am glad to see Mr. Mallinson's opinion in his address to the Western Pharmacists' Association (*C. & D.*, February 25, p. 241), that the time is ripe for some form of publicity for pharmacy as a profession. In these days, when the power of advertising is such a force (and, indeed, the only thing to which the public pay any attention), it is quite evident that if pharmacists do not keep up with modern conditions they will eventually only be known as the distributors of well-advertised products. The difficulty seems to be to decide what is the best method of approaching the problem and getting the best results. One suggestion quoted was a pharmacy week, during which every pharmacist's window should be dressed to show some pharmaceutical operation. The idea is a good one; but I think that the processes of percolation and filtration would not convey much to the public mind. Would it not be better to concentrate on things the man in the street is familiar with, such drugs as are used as household remedies and which of late years have been left out of our windows, with the result that the oil shops and stores have taken up the sale? A week could be devised in which every pharmacist would display simple remedies—glycerin, castor oil, camphorated oil, liquorice

powder, seidlitz powders, etc., backed up by showcards and bills which could be designed by an expert centrally, distributed to all to exhibit, and worded to show the advantages of buying pharmaceutical products. A definite slogan should be found and adopted in connection with each display and all advertising matter. Newspaper advertising is undoubtedly expensive, and to get results it must be consistent; I doubt even if one week's insertion would do lasting good; the advertising must be kept up for the public to become familiar with it. The idea of subscription would be good if all pharmacists would take their proportionate share, but proprietors would not care to disclose their figures; another method which might work would be a fixed annual amount according to the number of assistants employed. I am not sure that advertising experts are the best people to draw up the matter; they may be all right for arranging the display and the newspaper medium, but I have read some matter by experts which, to my mind at any rate, would certainly not achieve its object. However, the seed appears to have been sown, and we must hope that in due course it will come to fruition.—Faithfully yours,

SEMINAD (5/3).

### Reciprocity in Ireland

SIR,—The adverse vote recorded against reciprocity with Northern Ireland at the recent conference in Dublin represents, I believe, the views of 90 per cent. of the chemists in the Irish Free State. The explanation is simple. The number of chemists in business in the Free State is out of proportion to the needs of the population: there are many unemployed men unable to find openings: we must try to absorb our own surplus before we can help our neighbours. When the Northern Pharmaceutical Society was formed, the number of chemists in the six counties was sufficient. Yet legislation was passed to enable druggists to obtain the Ph.C. qualification by means of a modified examination. And to make confusion worse confounded no limitation of apprentices was insisted on. Limited companies, even, were given the right to train apprentices. During the years 1926-27 a hundred and forty-seven Ph.C.'s were added to the Register. Where is this surplus leading? In the Free State we have an abundance of pharmacies: how can we be expected to favour reciprocity under such conditions? A speaker at the North Irish pharmacists' debate on reciprocity said: "The obvious thing—indeed the only thing—to do was to limit the number of apprentices." This is the only policy for both North and South to adopt. What we all want is a fence at the edge of the precipice, and not a net at the bottom.—Yours, etc.,

SPERO (23/2).

### A Discount Problem

SIR,—“London Suburb” (*C. & D.*, February 25, p. 263) suggests that nothing on the P.A.T.A. list should show less than 25 per cent. to the retailer. The present conditions as printed in the “Year-Book” say that the Council insist on the rate of profit to both the retail and the wholesale trade being adequate; 25 per cent. when the goods are purchased from wholesalers in ordinary quantities is the retail rate recommended by the Council for medicinal articles. But there are some things which are not quite so apparent to the ordinary man. If a manufacturer wishes to allow an extra percentage over his list price for cash with order or goods, or some similar offer for prompt payment, it is doubtful whether he can do it on account of the P.A.T.A. rules. Again quoting from the “Year-Book,” no industrial co-operative society shall be supplied with any article on the list unless the society agrees not to sell below the minimum prices, and that no bonus or dividend on the purchase money or rebate in cash or goods be given unless the value is charged in addition to the minimum price. And yet it is apparently quite in order to organise an advertising scheme, to sell two articles at the price of one and a half, and to supply the retailer with bonus quantities free in order to enable him to help the scheme; why should this be allowed when the other arrangements are not?—Yours truly,

CASH DOWN (6/3).



## Engaging an Assistant

SIR,—As a pharmacist who has spent nearly equal portions of his working life in the respective positions of employee and employer, I have read the article contributed by "Employer" on "Engaging an Assistant" (*C. & D.*, March 3, p. 278) with a good deal of interest, and have been comparing it with my own experiences in both cases, to which I can also add a period spent in the wholesale, where part of my duties brought me into contact with assistants who were recommended to our retail customers. There is a good deal of sound advice in "Employer's" notes, but I would point out that he could hardly expect a prospective assistant to give definite answers to some of the details he mentions. He himself admits, in the first instance he gives, that he was doubtful what to pay for the job, and was undecided whether to provide living accommodation or not. If he was vague in his own mind on these details of his own business, how could he expect a stranger to fix a figure? Stamped, addressed envelopes may seem an obvious thing to enclose with an application, but it is surprising how many of these one can send out and never receive one back again; I do not wonder that assistants discontinue the practice—they probably argue that if their application is worth considering the advertiser will write to them in any case. A better method is that in which the advertisement states: "Applications not replied to in so many days respectfully declined." Then there is the age question. One can well understand a man who knows he can do his work well and also is anxious to get a berth, applying for it irrespective of the age stated; even now I can do an equal day's work with any assistant I have had, whether under thirty or not, and if Fortune's wheel should turn again for me, I should not hesitate to offer myself for a post. It is the man, not the age, which counts; one who has abused his life is an old stager at any age and usually is unemployable, but not so the careful liver who has the added advantage of experience. I agree that it is useless for an applicant to fill pages with hypothetical ideas of what he will do for his prospective employer; the thing that counts is what he has done. In my own case as an employee I used to send in my application in tabular form. I enclosed an unmounted photo, which I did not expect back, but no stamped envelope or copies of references, and I made no vague claims about doubling the business, although actually I was able to increase the returns considerably in more than one pharmacy that I managed. Nor did I state a salary, although I had a figure ready for the interview. If one states a wage in the first letter and it is higher than the one the advertiser has in mind, it might mean that the application would be declined at once; but at an interview it is probable that the employer might be favourably impressed and might consider it worth while raising his price, or, on the other hand, the assistant might take a little less than his first offer to commence with and a guarantee of an increase in a definite time if he made good; it is a matter for arrangement depending on many details which can only be discussed in a personal talk. That my method was satisfactory I can only judge by the fact that I do not remember ever sending in an application without getting a reply, either to fix up an interview or a direct engagement.—Yours faithfully,

ERSTWHILE (6/3).

## Dispensing Notes and Difficulties

## Zinc Chloride and Mastich

SIR,—Kindly suggest the best way of dispensing the following:—

Mastich	...	...	...	3j.
Chloroform	...	...	...	3ss.
Zinc chloride	...	...	...	gr. v.

Yours faithfully,

Z. T. K. M. (4/2).

[Dissolve the zinc chloride in a few drops of alcohol in a mortar. Dissolve the mastich in the chloroform, mix the solutions and strain through cotton-wool.]

## A Gelatinous Glycerophosphate Mixture

SIR,—Can you inform us why in some cases the following mixture becomes thick and gelatinous, although always made from the same stock:—

Syr. glycerophos. co.	...	...	3ij.
Ext. nucis vom. liq.	...	...	℥viiij.
Aq. chlorof.	...	...	ad 3viij.

Yours faithfully,

A. R. W. (24/1).

[We have made this up in a variety of ways and have failed to observe the trouble complained of.]

## A Thymol Nasal Douche

SIR,—Would you kindly suggest the best way of dispensing the following? :—

Sod. bicarb.	...	...	gr. iij.
Sod. bibor.	...	...	gr. iij.
Thymol.	...	...	gr. j.
Sacch. alb.	...	...	gr. ij.
Aq.	...	...	ad 3ss.

Yours truly,

H. B. (28/2).

[The quantity of thymol is greatly in excess of the amount usually ordered, and the prescription cannot be dispensed by the usual devices of adding alcohol or caustic alkali. The original is not available, and it is perhaps permissible to suggest that an error has been made in copying. With phenol instead of thymol, the prescription resembles very closely the "Collunarium alkalinum" of various hospital pharmacopœias. If thymol is really intended, one grain in six fluid ounces would make a solution of about the usual strength, and the dispensing presents no difficulty, the thymol being soluble in water in this proportion. The prescription should be referred back to the prescriber.]

## Difficulties with Adrenalin and Lobelia

SIR,—Will you please comment upon the following mixture? I dispensed it as written, but after five hours a black flaky deposit appeared. The mixture, when taken, set up throat inflammation:—

Sodii iodidi	...	...	aa.	gr. v.
Sodii bromidi	...	...	...	℥v.
Liq. adrenalin.	...	...	...	℥x.
Tr. lobcl. æth.	...	...	...	℥xx.
Tr. camph. co.	...	...	...	ad 3ss.
Aq. camph.	...	...	...	ad 3ss.

Yours faithfully,

G. S. W. (21/2).

[Adrenalin in contact with the salts in strong solution is decomposed with formation of a red colour, but this change can be delayed by mixing in a diluted form. Dispensed without the adrenalin, the mixture shows some separation of black flecks such as are usually seen when the ethereal tincture of lobelia is added to an aqueous solution of a salt. The separated material is easily suspended, and there appears to be no reason why the mixture should not be dispensed. The complaint of irritation of the throat after taking should be referred to the doctor.]

## Subscriber's Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics

## A Courtesy that would Cost Nothing

A little detail in the testing of Insurance medicine might be improved upon. I refer to the wording of the communication which is sent to the chemist when he is not to be cautioned or fined; the letter generally runs something like this: "The certificate of the analyst does not warrant any further action being taken." This leaves a disagreeable impression that the writer is very sorry that he cannot inflict any penalty and that he thinks I have got the better of him. Would it not be more polite and also more helpful to a chemist in his thankless task to inform him that his dispensing had been found to be accurate, or in the case of a slight deficiency, such as 1 or 2 per cent., to quote the exact figure?—*Courtesy* (28/2).



## Legal Queries

*R. W.* (29/2).—The word "Formalin" is not a registered trade-mark in this country.

*X. Y. Z.* (1/83).—The Medicine Stamp Acts do not extend to Ireland, so that administratively it is a foreign country. The duty on imported medicines is payable by the first vendors in Great Britain.

*B. M./O. F. T. T.* (2/83) applied to the police for a pedlar's licence to enable him to go from house to house selling goods. He was told that the licence would be 5s. What is the £2 licence for? [The £2 licence is a hawkers' licence which is required by any person who goes from place to place selling goods with a horse or other beast of burden. If the seller goes on foot carrying his goods with him or pushing them in a barrow the 5s. pedlar's licence suffices. The peddling of dutiable medicines is illegal, even when the pedlar holds a licence in respect of his rateable premises.]

*E. H. G. B.* (28/82) asks whether he has any redress in the following case:—After an apprentice had served for six months his father gave a week's notice and the apprentice has left. There was no written agreement. [Technically, there has been a breach of contract on the part of the apprentice for which "E. H. G. B." is entitled to damages; but as, we presume, it would be impossible for him to prove that he has, in fact, suffered any damage, it would be useless to take any proceedings. In any case, there does not appear to have been any formal apprenticeship to which the father was made a party.]

*W. H. F.* (27/1).—The Preservatives in Food Order, 1925, forbids the sale or manufacture for sale of any foodstuff containing any added preservative; certain exceptions are provided in particular cases, but there is no exception in favour of potatoes, whether cooked or raw. It is doubtful whether aluminium sulphate is "capable of inhibiting, retarding or arresting the process of fermentation, acidification or other decomposition of food or of masking any of the evidences of putrefaction." If not, it is not a preservative within the meaning of the Order. But, apart from the Preservatives Order, the sale of a mixture of potato crisps and aluminium sulphate in response to a demand for potato crisps renders the vendor liable to prosecution under the Sale of Food and Drugs Acts.

*W. B.* (3/1) asks whether he requires a licence to buy tobacco and cigarettes from a wholesale firm and pass them on to a small retailer without making any profit on the transaction. Up till what hour are shops permitted to sell tobacco on Saturdays? [From the information supplied, it is difficult to say whether "W. B." is a "dealer" in tobacco. If he buys only occasionally and merely as agent for the retailer, without making any profit whatever, he is not, in our view, a dealer. But if he is buying tobacco regularly in this way, he might be regarded as being, technically, a dealer, and as the cost of a licence is only 5s. 3d. a year, it might be as well to obtain one to be on the safe side. Tobacco may be sold up to 9 p.m. on Saturdays unless an earlier hour has been fixed in the district under a local Order.]

*F. N.* (2/83) has a woman employee who was insured under the Health and Unemployment Insurance schemes for four years prior to September 4 last when she fell ill. She has been away from work ever since, and will be in the doctor's hands for another two months. She is not a member of a Society, but the local Insurance Committee has paid her 15s. a week up to January 10 last. They say she is not entitled to any more payments. Is this correct? "F. N." has two packers in his employ who will shortly be eighteen. Would it be better for them to join a Society? Is any entrance fee payable? [If the woman employee is still too ill to work, she appears to be entitled to sickness benefit at the rate of 12s. a week for a further period up to a total of twenty-six weeks, after which, if she is still incapacitated by illness, she will be entitled to disablement benefit, at a reduced rate. It would be as well for the packers to join a Society. There is no entrance payment to be made.]

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

*E. E. R.* (11/2).—CLAY PACKS.—Beauty clays are generally either Fuller's earth, kaolin or kieselguhr, and they are made up with starch paste, mucilage of tragacanth or a non-greasy cream. Analysis of various packs has revealed that some contain magnesium sulphate, and nearly all show the presence of borax and magnesium carbonate. Witch hazel cream can be added with advantage, and perfume as desired. The following are typical formulas:—

I		II	
Kieselguhr	... 60 gm.	Borax	... 40 parts
Borax	... 1 gm.	Tragacanth	... 40 parts
Menthol	... 0.05 gm.	Magnesium carbonate	... 20 parts
Oil of neroli	... 0.05 gm.	Carmine	... a trace
Oil of rose	... 0.05 gm.	Benzaldehyde	... a trace
Glycerin	... 25 gm.		
Distilled water to make a			

The parts affected are plastered over with the paste at night and it is allowed to remain on until morning, when it may be easily removed.

*Pharmico* (18/2).—COLOURING LIQUID PARAFFIN.—A golden colour is obtained with the aniline dye known as butter yellow. Synthetic perfumes were dealt with in the *C. & D. Diary*, 1925.

*A. Z.* (19/2).—In the English method of tripe-dressing, which includes bleaching, the chemicals used are carbonate of soda (for cleaning), alum (2 oz. to 5 gals. of water when cooking), and a 10 per cent. solution of calcium bisulphate.

*O. & Co.* (22/2).—LIQUID DRY SHAMPOO.—See *C. & D.*, September 24, p. 410.

*Kentish* (25/2).—FIRE EXTINGUISHER.—The best form is that which generates carbon dioxide by bringing sodium bicarbonate solution in contact with an acid, and by this means forcibly expels water from a cylinder. The surface tension of the foam could be increased by the addition to the solution of glue or a similar substance. Fire extinguishers were dealt with in the *Commercial Compendium*, *C. & D.*, 1926, 1, 733.

*D. L.* (29/2).—(1) VANILLA ESSENCE:—

Fine vanilla (cut small)	... 3j.
Isopropyl alcohol	... 3xvj.

(2) VANILLIN ESSENCE (W. Forster's Formula):—

Vanillin	... 3vj.
Rectified spirit or	
Isopropyl alcohol	... 3x.
Distilled water	... 3xxv.

Colour with caramel colour B (Williams Brothers), gr. viij.

(3) Powder forms of vanilla flavouring are obtained by triturating a concentrated vanilla essence with sugar. See also *C. & D.*, February 18, p. 205.

*R. A. S.* (29/2).—HENNA OIL.—This is prepared by making a decoction of henna in water, the extract is concentrated by evaporation, and, after the addition of potassium carbonate, the mixture is mixed with olive oil. The addition of potassium carbonate to the aqueous extract ensures its miscibility with oil.

## Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," March 15, 1878

### Pharmaceutical Benevolent Fund

The Pharmaceutical Benevolent Fund has now reached the handsome figure of £18,000. It is a noble work to have accomplished; but better even than what has been saved is the record of what has been spent. If every profession would sweep its doors as clean as we pharmacists do what a happy country this would be!





[Commenced C. &amp; D., July 5, 1924]

**Nuisance, Legal.**—In the legal sense of the term, a nuisance may be defined as some act or neglect which interferes with the proper enjoyment by the public or by individuals of their rights. Examples of nuisances—which may take an infinite variety of forms—are obstructing the highway, carrying on offensive trades or manufactures, creating vibration or noise by the use of machinery, polluting the air by smoke or fumes, allowing buildings to become unsafe to passers-by, and selling unwholesome food. If a nuisance inflicts damage or inconvenience upon everybody who comes within its sphere of operation it is said to be a public nuisance; a private nuisance is one that prejudices only certain individuals who are immediately affected by it. At common law a public nuisance is a misdemeanour and the person responsible for it is liable to criminal proceedings, the punishment being a fine or imprisonment or both. A great many things are declared by statute to be nuisances which may be punished by summary proceedings as, for example, under the Public Health Acts. The usual remedy for a private nuisance is an action for an injunction and damages. If any person suffers special injury in consequence of the existence of a public nuisance he may take proceedings against the wrongdoer. Another remedy open to persons affected by nuisances is "abatement," that is to say, they may take the law into their own hands and remove the cause of the annoyance. This, however, is a dangerous course and should not be resorted to except in special cases, e.g., lopping overhanging boughs. Unless the case is exceedingly urgent, a person who proposes himself to "abate" a nuisance should first give notice to the person responsible for it, requiring him to take the necessary steps. Local authorities have power to abate public nuisances.

**Nux Vomica.—Commerce.**—The following table shows the imports and exports into and from Great Britain from 1922 to 1926 inclusive:—

Imports					
From	1922	1923	1924	1925	1926
	cwt.	cwt.	cwt.	cwt.	cwt.
French Indo-China..	6,741	9,283	541	7,501	2,615
China..	215	—	1,000	—	5,321
Other foreign countries	2,519	1,701	480	1,140	1
Total from foreign countries ..	9,475	10,984	2,021	8,641	7,937
Value..	15,341	15,969	2,780	11,770	8,967
British India ..	21,538	13,579	14,803	10,886	6,535
Other British countries	402	913	300	25	—
Total from British countries ..	21,940	14,492	15,103	10,911	6,535
Value..	58,439	16,938	12,782	7,696	4,432
Total ..	31,415	25,476	17,124	19,552	14,472
Value ..	73,780	32,907	15,562	19,466	13,399

Re-exports					
	1922	1923	1924	1925	1926
	cwt.	cwt.	cwt.	cwt.	cwt.
Total to foreign countries ..	8,405	3,793	1,199	2,282	325
Value..	14,067	4,886	1,309	1,750	231
Total to British countries ..	10	13	7	20	12
Value..	44	50	16	40	23
Total ..	8,415	3,806	1,206	2,302	337
Value ..	14,111	4,936	1,325	1,790	254

The following figures show the exports from India from 1913-14 onwards:—

	cwt.	Value	Average value, per cwt.
		£	£ s. d.
1913-14 ..	46,149	17,366	0 8 0
1914-15 ..	33,161	14,556	0 8 0
1915-16 ..	59,225	30,760	0 10 0
1916-17 ..	56,148	31,137	0 10 0
1917-18 ..	40,180	25,112	0 12 0
1918-19 ..	62,158	57,606	0 18 0
1919-20 ..	64,642	65,692	1 0 0
1920-21 ..	72,087	118,221	1 13 0
1921-22 ..	47,189	84,464	1 17 0
1922-23 ..	33,066	37,250	1 3 0

## O

**Oak Bark** is chiefly used for tanning pale leather; only to a limited extent in medicine or pharmacy. It is derived from two varieties of *Quercus Robur*, Linn., viz., *Q. pedunculata* and *Q. sessiliflora*, the first having acorns borne on a long stalk, and the second having them stalkless, or with a very short stalk only, but the leaves of the first have short petioles or none, those of the second have leaves with distinct stalks. No. 1 is the common oak of England, and the lowlands of Scotland, but in the hilly part of the North of England, Wales and Scotland, No. 2 is the commoner form. The bark is collected from coppiced trees or young shoots of felled trees, which are allowed to grow until about 15 years old, and are about 4 inches thick, and still retain the smooth bark. The bark is stripped off in May and dried first on hurdles, and afterwards in a warm room. The bark is about 2 mm. in thickness, and the epidermis is glossy and silver grey, with occasionally darker transverse lenticels. The inner surface is brown and distinctly striated, and breaks with a fibrous fracture. The taste is at first sweetish and then astringent. The silvery bark is richer in quercitanic acid, 15 per cent., than either older or younger bark. Trunk bark yields only 5 to 8 per cent. of quercitanic acid. Other constituents of oak bark are gallic acid, ellagic acid, and quercite laevulin and phloro-glucinol and some starch. The bark is used as an astringent for relaxed mucous surfaces.

**Oatmeal.**—This consists of the crushed seeds of the *Avena Sativa*, Linn. As human food coarsely ground oatmeal is usually preferred to the fine meal, and that grown in a northern climate, e.g., Canada or Scotland, is superior to that produced farther south. Medicinally oats are employed as a nerve tonic and antispasmodic, and it forms a restorative after febrile diseases. It has a beneficial action on the urinary organs. A liquid extract and a tincture are the two chief preparations made from oats, and gruel, a bland aliment with a laxative tendency, is made from the fine meal. Perfumed oatmeal has been extensively used as a toilet preparation, but it does not as a rule enter into the creams which are sold under that name.

**Ochres** are a class of pigments varying in colour from yellow to red, and consisting mainly of hydrated ferric oxide; the other constituent is native earth. Ochres can be of two kinds—(1) having an argillaceous (aluminous) base giving the richer and purer colour, or (2) having a calcareous base which on account of the more porous nature is generally more brittle and not so bright in colour. Both are widely distributed, fine qualities being found in Oxfordshire, the Isle of Wight, Nürnberg in Germany, Yonne, Cher and Nièvre in France, and Virginia in America. The deposit is usually associated with a ferruginous spring or pool. The original colour of these minerals can be modified and varied into browns and reds of more or less intensity by calcination. The nature of the earth also influences the colour assumed by an ochre, especially under calcination, aluminous ochres, developing red and violet tints, while the calcareous varieties take brownish-red and dark brown hues. Sometimes the ore requires washing and levigation before use. The well-known ochre terra da Sienna, which in its original state is a dull-coloured substance, becomes when



## The C.&D. Commercial Compendium

burnt of a fine, warm mahogany-brown hue, highly valued for artistic purposes. Ochres are also artificially prepared by mixing pure hydrated ferric oxide with an argillaceous or calcareous earth and carefully calcining. The value of an ochre depends not only on its colour, but on the proportion of oil required to be mixed with it for use as a pigment.

**October Displays.**—In preparing his window-display plans for a particular month the first matters for a retailer to consider are, of course, seasonable goods; but the chemist will find that he is considerably helped in working out ideas for interesting and attractive displays, if he studies the calendar to see what anniversaries are commemorated, or festivals and holidays celebrated during that particular month. October is not rich in either. September 29 is Michaelmas Day, and, for the first week in October, a seasonable element can be added to the display by the introduction of one or two sprays of real or artificial Michaelmas daisies, with a colour scheme in the window to correspond. On October 1 pheasant shooting commences; on this date, and for a few days after it, therefore, the chemist in a country town or village could very suitably make a special appeal to sportsmen, and for this purpose a seasonable and topical setting could be arranged by the use of artificial moss, grass and heather, and prominence given to such lines as first-aid outfits, cures for foot trouble, embrocation, preparations for preventing coughs and colds, and so on. Suitably printed appeals in support of such goods might also be used, such as: "After a hard day on the Moors—Remedies which will counteract the effect of dampness and fatigue." October 21 is Trafalgar Day. This date is still of sufficient historical interest to justify some reference in the window to Nelson or Trafalgar. It could be used with advantage in association with a special window display of British manufactured products. Specially suitable window displays for October are those in which falling leaves are depicted. One way of doing this is to obtain a supply of artificial leaves, and to thread them on to brown thread or cotton at irregular distances of from two to six inches apart. The thread should be attached to the ceiling and base of the window by means of drawing pins or tacks, and arranged at intervals of about 1 ft. across the window. To add a further touch of realism, a few brown leaves should be sprinkled here and there on the base of the window. The seasonable colours for October window displays are light brown, russet, bronze, copper, and similar autumn tints, and crêpe paper of these hues makes an excellent covering for the window base and enclosure throughout October. Another method of introducing an autumnal setting into the October window is to use showcards and price tickets of autumn colours cut in the shape of leaves. Paper pelmets of copper or brown colouring used in the top of the window also help to add to the seasonable effect. Towards the end of the month, printed appeals containing warnings against approaching winter, and the need for preparing to fight influenza and other early winter maladies, should be arranged in a prominent position in the window in conjunction with suitable products. One window or a section of a window might be given up to a special display of face creams or skin foods, and a streamer or showcard placed high up in the window bearing such words as: "Guard your complexion against the sharp autumn winds," or "Wind and rain will beat in vain, if you protect your complexion by making daily use of a good face cream during the autumn months." Window-dressing paper printed to represent heather and gorse and other natural autumn settings is an excellent covering for the window base during the autumn months. It is obtainable in rolls 12 yards long by 22 inches wide.

**Octyl Compounds in Perfumery.**—A number of octyl compounds are used in perfumery, these including octyl acetate, alcohol, aldehyde, butyrate, formate, heptylate and valerianate. *Octyl acetate* is a fragrant ester boiling at 209°, and having a specific gravity of 0.885. It occurs naturally in the oil distilled from wild parsnip seeds, and may also be prepared by the acetylation of normal octyl

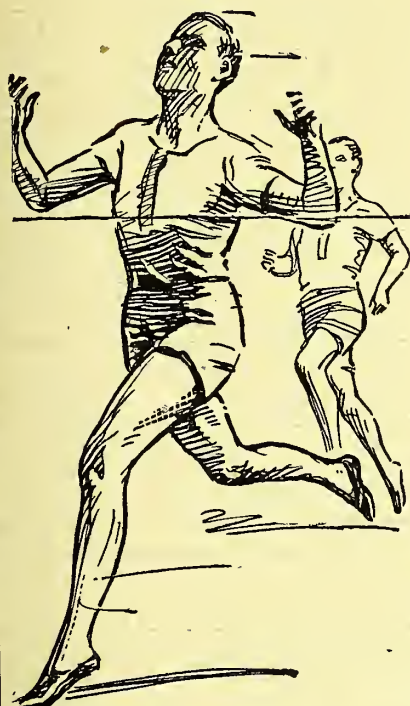
alcohol. Its odour is fruity, reminiscent of orange and jasmine. It must be used in traces only. *Normal octyl alcohol* exists in the essential oils of heracleum and in other oils, in the form of esters. It has specific gravity 0.828, and boiling point 196° to 197°. Its odour is pleasant, and recalls opoponax. It is prepared by saponifying coconut oil and extracting the free fatty acids, which are esterified by means of methyl alcohol, and the esters are then fractionated. The main constituent distilled over is methyl caprylate. By reduction with sodium and alcohol, normal octyl alcohol results. The oxidation of normal octyl alcohol gives *octyl aldehyde*, an eight-carbon normal aldehyde, which is prepared by the controlled oxidation of normal octyl alcohol. The aldehyde occurs naturally in neroli and rose oils, and possesses a pungent honey-like odour. It has the following properties:—Specific gravity, 0.826; refractive index, 1.41955; melting point, -13° to -16°; boiling point, 82° at 13mm. *Octyl butyrate* is an ester present in a few essential oils, such as male fern oil. Its odour is strong and fruity, and it has a boiling point of 244°. *Octyl formate* resembles octyl acetate in odour and having specific gravity 0.882 and boiling at about 198°. *Octyl heptylate* is the highest ester of octyl alcohol which can be employed as a perfume. Its odour is powerful and fruity, but rather heady. *Octyl valerianate* has a fruity odour, and is a mixture of isomers. The commercial article has a specific gravity of 0.869, and boils at about 260°.

**Oculist, Use of Title.**—This title is generally used in reference to a medical practitioner who specialises in the treatment of diseases and refractive errors of the eye.

**Offences Against the Person Act.**—See Abortifacients.

**Office.**—The retail chemist will find that much time and labour is saved if he allocates a special room, or, where space is limited, a special corner of his shop or dispensary, for the purposes of the carrying out of the clerical work involved in connection with his business. This he should regard as his office, and all stock records, correspondence files, cash books, order books, catalogues of supply houses, works of reference, trade journals and so on should be kept there. It is advisable to have a desk of some sort and reasonable shelf space. A filing cabinet for correspondence and other matter is a distinct acquisition, as it provides facilities for quick reference. Where possible, it is preferable to interview travellers in the office rather than in the shop, for this prevents any interruption in the service of customers, or the distraction of the attention of any waiting customers from the goods displayed in the shop. It also enables the chemist to give his orders and discuss business in privacy. The use of unnecessary furniture, or the accumulation of lumber in the way of disused window display matter, showcards, and the like, in the office should be avoided. Where there is insufficient room for a reasonable number of shelves, it is a good plan to arrange a row of brass hooks on the wall from which catalogues may be suspended. For this purpose strong string loops should be attached to the top left-hand corners of any catalogues or pamphlets which it is desired to keep. Systems which provide information at a glance are invaluable in saving time and labour, and to this end charts can be arranged around the walls of the office to show the exact state of stock in hand, the special periods for the ordering of seasonable goods, records of sales of given lines for certain periods, window-display programmes and suggestions, a map of the locality in which the shop is situated, and so on. A good railway time-table, a telephone and local directory, and a Post Office guide should be at hand for quick reference in the office, as well as the standard trade and professional guides and publications. If the telephone is installed on the premises, it is advisable to have an extension to the office, or vice-versa. For the chemist who has to cope with much correspondence a typewriter is invaluable. For one thing, it enables him to keep duplicate copies of every letter sent out and, secondly, it gives a much better impression of his business standing than does hand-written correspondence.





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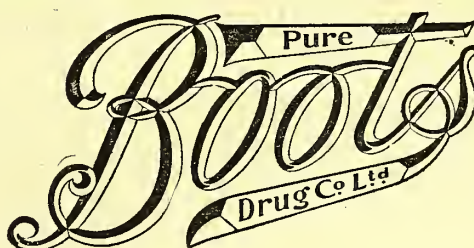
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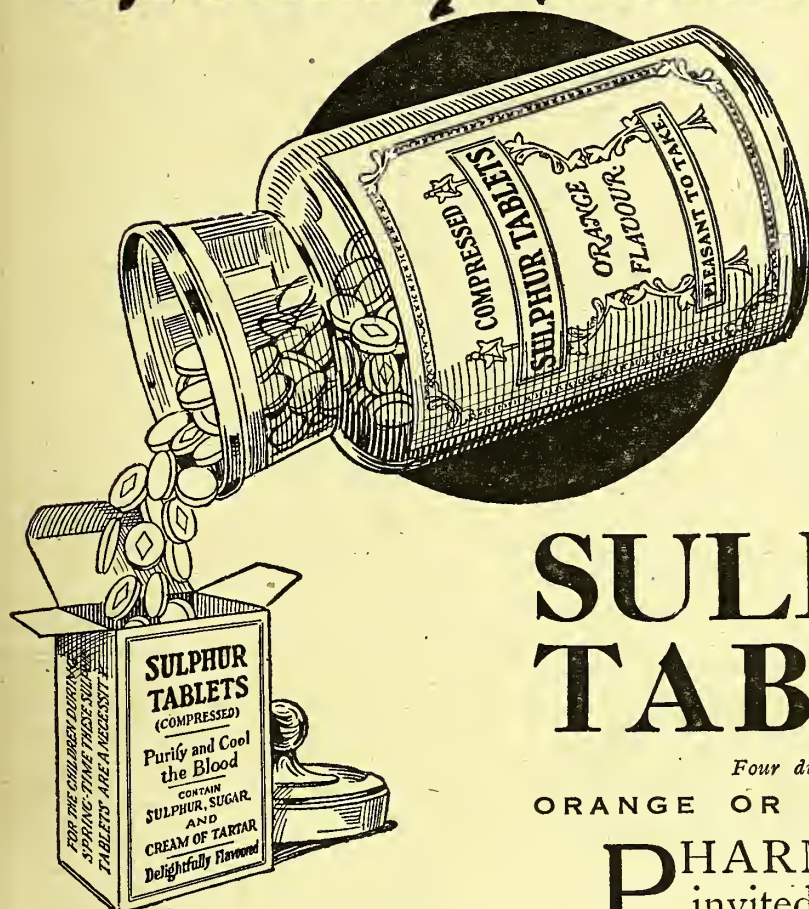
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5s. 0d. "	-	54s. 0d. "

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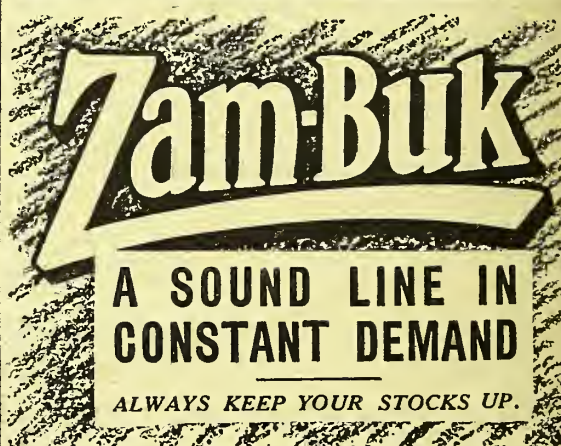
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this Show  
to any  
Chemist."*



Messrs. F. A. SMITH & Co.  
The Grand PHARMACY,  
35, Colmore Row, Birming-  
ham, write:— "The new  
Genasprin Shelf Cards are first-  
rate. We have used them since  
their arrival and it might interest  
you to know that a small display  
of these cards was put in the  
window and another on top of a  
counter case. Our sales of  
Genasprin increased straight  
away and now greatly exceed  
our usual number. In spite  
of all the controversy about Aspirin,  
Acetyl-Salicylic-Acid, etc., we are  
pleased with what we have  
achieved and hope to build up  
further sales. We should recom-  
mend this Show to any chemist  
who is keen to get behind  
Genasprin for mutual benefit."

**SEND FOR THESE CARDS AND  
OTHER SALES HELPS TO-DAY!**

A post-card to Genatosan Ltd., Loughborough, will bring these cards to your pharmacy by return, together with a neat card drawing attention to the offer of free pocket carriers to Genasprin users, and a supply of counter bills for wrapping, printed on one side on white paper, which are available in two sizes 8 oz. ( $8\frac{1}{2}$  by  $9\frac{1}{2}$  ins.) and 12 oz. (10 by  $11\frac{1}{2}$  ins.). The letter from Messrs. F. A. Smith & Co. of Birmingham is but one of the many spontaneous tributes to these showcards received from pharmacists who have proved their value as profit-makers. By using these "sales helps," you too can secure greatly increased sales—sales which bring  $10\frac{1}{2}$ d. profit on every 2/- bottle sold if Genasprin is bought on the best terms.

*It Will Pay You to Push*  
**GENASPRIN**  
*and Get a FAIR DEAL*

**You can safely recommend Genasprin to your customers, knowing that it is supplied only through pharmacies and stores with recognised drug departments, and that therefore you are building up for *your own trade* a continuous and permanent profit.**

**GENATOSAN LTD.**

## LOUGHBOROUGH

## LEICESTERSHIRE



# CORNER'S OILS

have **80** years' reputation as a remedy for  
**Accidents and Animal Ailments.**

Protected Retail Price - - - 2/9 per bottle.  
Wholesale - - - - - 24/- per doz.

P.A.T.A. Nett 1 month.

Carriage Paid on 3 dozen Lots.

**EVANS, GADD & CO., LTD.**, having the  
sole proprietary rights in the above excellent  
and well-known article, are prepared to appoint  
Agents on liberal Terms.

*For Window Show Terms, apply to*

**EVANS, GADD & CO., LTD.**  
REDCLIFF STREET, BRISTOL, and FORE STREET, EXETER.



## BAISS BROTHERS & CO., LTD.

*Wholesale and Export Druggists, Manufacturing Chemists and Druggists' Sundriesmen.*

### EFFERVESCENT APERIENTS.

Provide NOW for your requirements during the approaching Season. Our

### CARLSBAD, GLAUBER, HEALTH SALT AND FRUIT SALINE

are amongst our leading lines. They are all attractively labelled and packed. Let us quote you and submit samples.

DELIVERIES BY OWN MOTOR SERVICE IN THE HOME COUNTIES, INCLUDING COAST TOWNS.

Telegrams:  
"Ipecac, London."

**GRANGE WORKS, LONDON, S.E.1**

Telephone:  
Hop 4362 (3 lines).

# "CEPHOS"

The Physician's Remedy for Headache, Neuralgia, Neuritis, Rheumatism, and Influenza.

Liberal Trade Terms  
Powerful Advertising

Sole Proprietors:  
**CEPHOS, Ltd.**  
**BLACKBURN.**

Powders and Tablets  
Retail at 1/3 and 3/-



# EVERY Chemist can make £5 to £10 a week out of "ASPRO." No effort or time required—just put in an "ASPRO" Window Display



 **WRITE  
FOR THIS  
FREE DISPLAY  
TO-DAY**

**LOOK WHAT  
CHEMISTS SAY**

Chemists are realising the fact that by devoting their window display to advertised goods they are sharing the goodwill of about £10,000,000 worth of advertising yearly. "ASPRO" is perhaps the best demonstration of this principle that England has seen. "ASPRO" spends £200,000 a year in advertising and is increasing its appropriation as sales grow. The chemist who places the "ASPRO" Window Display in his window gets the benefit of the advertising just the same as if his own name appeared in the advertisement. Demonstrated results are always better than statements, so we herewith give copies of letters received from chemists who are featuring "ASPRO" Window Displays. They tell their own story.

Messrs. Gollin & Co. Pty. Ltd.

Dear Sirs,—I have pleasure in enclosing for your inspection a photograph of "ASPRO" display. This display has been entirely successful except winning a prize in the competition which is yet to be judged. Apart from that I am well pleased with the results. Taking into consideration that "ASPRO" is extensively advertised and has become a household word with people, I think that when I state that the sales almost doubled themselves that this fact is worth recording. Over and over again they are being bought by those who have once taken them. This in short is eloquent testimony of their worth. That they do what you claim I have no doubt, and however critics may argue their composition "ASPRO" remains pre-eminent, or, as I show in the window, "the best by every test." Faithfully yours —

P.S.—In fairness to "ASPRO" I should state that "ASPRO" Customers are frequently customers for other goods. *Verb. Sap.*

Gentlemen,

Nov. 18th, 1927.

I shall be pleased to receive special show matter for the John Bull Competition AT ONCE as I am going to give your goods a show.

My sales this year so far have averaged about 1 gross a week, not bad for a retail shop. Previously I did not sell 2 gross bottles of Aspirins a year.

I trust, however, the window display will improve sales to our mutual advantage.

Yours truly —

BOW.—The sales have doubled.

"ASPRO" consists of the purest Acetyl Salicylic Acid that has ever been known to medical science, and its claims are based on its superiority.

Agents: **GOLLIN & Co. Pty. Ltd. ("Aspro" Dept.), SLOUGH, Bucks.**

No proprietary right is claimed in the method of manufacture or the formula.

'Phone: Slough 608.

EDGWARE.—The window has proved a good selling one as it has raised the sales of "ASPRO" from 1 dozen to a gross (during the fortnight the window was in) counting two small ones as one big one, and is still selling them. This speaks for itself.

TOTTENHAM, N.15.—We are pleased to say that the display, coupled with the extensive and powerful advertising of the product, has created quite phenomenal sales, probably three times as much as normal being sold.

WOKING.—The sales of this article went up 50%.



Telephone : New Cross 0750.

Telegrams : "Triassic, Kent, London."

**J. M. SMITH & Co. (London) Ltd.**

Established 1860.

*Over 60 years' reputation as Manufacturers of Dependable Lines.*

Sanitary Fluids.  
White D. A. Fluids.  
Carbolic Acid.  
Pinogen.  
Lysol.  
Disinfecting Powders.  
Naphthaline.  
Benzine.  
Ammonia.  
Embrocations, Etc., etc.

Dental Creams.  
Tooth Powders.  
Zymate Tooth Paste.  
Toilet Powders.  
Hydrogen Peroxide.  
Camphorated Oil, B.P.  
Eucalyptus Oil, B.P.  
Olive Oil, B.P.  
Liquid Paraffin, B.P.  
Hair Toilet Lines, Etc., etc.

*EXPORT TRADE—Note Brands: "Triumph" and "J.M.S."*

28 Arthur Street, Old Kent Road, LONDON, S.E.15.

**J. M. S.****More  
Snowfire  
sales**

Thousands more women learnt about Snowfire this season. They will go on buying this splendid emollient—if you keep it well displayed. Nothing is better for the hands after housework and cooking, they know. Let your customers see the familiar little box and your sales will keep brisk.

**Snowfire  
TABLET**

CARTONS AND NICKEL-PLATED CASES

And are you well stocked with these other Snowfire lines? Their value as profitable all-the-year-round sellers is proved beyond doubt.

Snowfire Cream.  
Snowfire Jelly.  
Snowfire Shampoo.

Snowfire Toilet Soap.  
Snowfire Shaving Sticks.  
Snowfire Face Powder.

F. W. HAMPSHIRE &amp; CO. (1927) Ltd., Riverside Works, Derby

**OSBORNE'S  
MIXTURE for EPILEPSY**

3/- and 5/- THROUGH ALL WHOLESALEERS.

"JAMES OSBORNE" MANUFACTURING CHEMISTS  
24 ST. JOHN STREET, ASHBOURNE, DERBYSHIRE

**CACHETS "FINOT"**

(White or Coloured)

With inscriptions in any desired tint; also Plain or Embossed.  
"A distinction all their own."—C. & D.  
"Perfection of Cachets."—Lancet.

These Cachets are especially adapted for Headache, Neuralgia and other powders.

COOPER SON & CO. LTD., 80 Gloucester Road, SOUTH KENSINGTON.  
In 17 Sizes to fit the various types of Cachet Machines.

**"CELEROIDS"**

The Wonderful Remedy for Rheumatism now being extensively Advertised.

ARTISTIC SHOWCARD WITH ORDERS OF 3 Doz.

**SULPHUR TABLETS AND LOZENGES**

Obtain our prices before placing your Contracts.

**ALL LINES AT COMPETITIVE RATES****BUCKLEY-BOWKER TABLET CO. LTD.**

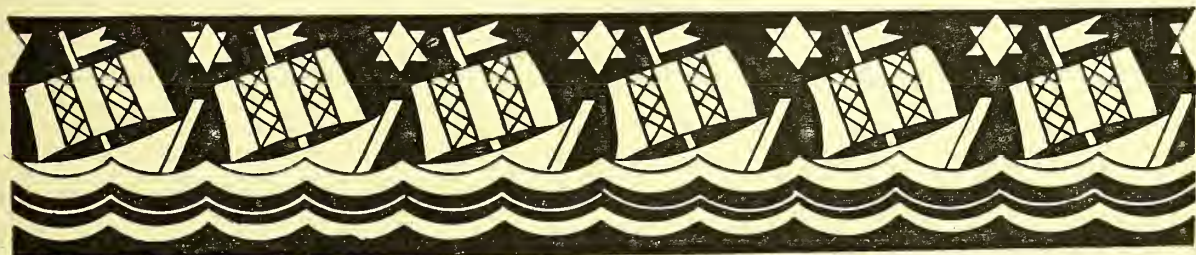
29 Parkfield Street, LONDON, N.1





# NORWEGIAN MEDICINAL COD LIVER OIL

It is a matter of scientific fact that Norwegian medicinal cod liver oil is far superior to any other product in so far as its vitamin content — so necessary for growing children — is concerned. Norwegian medicinal cod liver oil is produced according to the most modern methods, a characteristic trait being that it is practically free from all disagreeable taste and odour. It has pronounced growth-promoting and anti-rachitic effect.





# PURE MALT EXTRACT

with *FINEST*

## NORWEGIAN COD LIVER OIL

*The Brand that does not separate nor crystallize.*

*Your own name and address on labels. In English jars, etc. Direct from the actual manufacturers.*

**THE BRITISH DIAMALT COMPANY**  
SAWBRIDGEWORTH - - HERTS.

## LOSALL'S SALT

SELLS FREELY AND READILY.  
PAYS 50% ON OUTLAY.

An infallible remedy for

**Gout  
Rheumatism  
Eczema & Skin  
Affections**

**P.A.T.A.** doz net  
4 oz. tins 1/-, 8/-  
8 oz. „ 1/9, 14/-  
Bottles 2/-, 16/-

Attractive advertising matter supplied on application.

**SOLD EVERYWHERE.**

*Manufactured by*

**LOFTHOUSE & SALTMER, Ltd.**  
**HULL.**



## RIDGE'S FOOD

*for Infants and Invalids*

WELL ADVERTISED to the GENERAL PUBLIC.

SAMPLES, ADVERTISING MATTER and SPECIAL  
DISPLAY TERMS ON APPLICATION TO:

ROYAL FOOD MILLS, LONDON, N.16

## CAMWAL

TABLE WATERS - in Syphons & Bottles  
LEMONADE POWDER { in Packets, Cartons,  
and Canisters.  
AQUAPERIA WATER } WINDOW  
or SALTS (P.A.T.A.) } DISPLAYS.  
LEMON SQUASH - in 26 oz. Bottles,  
(with plain or Soda water forms a delicious drink).

HOME and EXPORT PRICES and TERMS on application.

**CAMWAL, Ltd.** LONDON, MANCHESTER, BRISTOL,  
BIRMINGHAM, HARROGATE.

City Office: 52 Queen Victoria Street, LONDON, E.C.4  
Phone: City 4497.



## The excellence of

any article lies in the efficiency with which it performs its functions, and articles manufactured specially for one purpose are more efficient than those "Jack-of-all-trades" for which exaggerated claims are made.

THAT IS WHY THE

## TOWN TALK LIQUID SILVER POLISH & SILVER PLATE CLOTH

have, for over 20 years, earned tribute from craftsmen in silverware, and to-day for cleaning and polishing silver and E.P. Ware, are most in demand by discriminating housewives. "Town Talk" is prepared specially for cleaning and polishing Silver and E.P. Ware. It does not contain acids, grit or ammonia. It is harmless to the finest surface, and indescribably easy and clean to use. Silversmiths and Housewives say "Town Talk" is unrivalled.

Do you sell "Town Talk"?

It yields a generous profit.

### ORDER FROM

J. WOOLLEY, SONS & CO., LTD., MANCHESTER.  
AYTON, SAUNDERS & CO., LTD., LIVERPOOL.  
MAY, ROBERTS & CO., LTD., LONDON.

Samples for free distribution, and full propaganda matter from the sole makers:

**Town Talk Polish Co.**

(SERVICE DEPARTMENT),

Whitby St., Bradford Road, Manchester.



## WE HAVE BEEN APPOINTED SOLE DISTRIBUTING AGENTS

IN GREAT BRITAIN  
AND IRELAND FOR

## HORMONAX

RETAIL PRICE - 4/- EACH

TRADE PRICE - 40/- PER DOZEN

"NEWBERYS"  
(F. NEWBERY & SONS LTD)

27, CHARTERHOUSE SQUARE,

Crichton Place, LONDON, E.C.1.

College Lane,  
Liverpool.

José

**Almeo Ltd.**

WINE SHIPPERS,  
Rua Elias Garcia 79,  
Villa Nova De  
Gaia,  
OPORTO.

DIRECT FROM  
THE GROWERS.

**JOSÉ ALMEGO, Ltd.** London Office: St. Mary's Chambers, 161a & 166 Strand, W.C.2

TELEPHONE: CENTRAL 6511.

TELEGRAMS: "ALMEGOLIMI, ESTRAND, LONDON."

Enquiries for Agencies will receive immediate attention.

## To Chemists with Wine Licence only.

We are prepared to grant Agencies to licence holders for our celebrated Ports in districts not already represented.

Almeo's Invalid Port,

Almeo's Ruby Port,

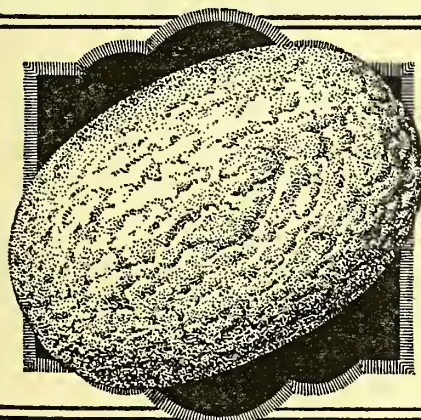
Almeo's White Port,

The Marquis Port,

Grand Duchess Port.

GOOD ADVERTISING MATTER.

For particulars of Agency, Samples and Prices apply to:—



Two thirds  
actual size

## Bath Rusks

Unsolicited testimonials daily for Carr's famous Bath Rusks which are ideal for babies and young children. Scores of letters from grateful mothers. Recommended everywhere.

Made only by

**CARR'S** of Carlisle

The Oldest House in the Trade



# WRITE SILVERLOCKS, THEY HAVE IT

**H**ERE'S a list of really useful sundries, some of which you need about now. Look through your stocks and order fresh supplies before your present ones are entirely depleted.

Remember, you can depend upon Suttley and Silverlock's goods for quality and serviceability. Drop us a line whenever you need sundries that are doubly useful because made by a firm with vast experience of your special needs.

## SILVERLOCK'S SHOP ROUND LABELS.

Revised Edition.  
Black on Yellow paper for Stock Bottles, Drawers, etc.

### SELECTED SET.

In Books containing—  
296 Medium Size Labels.  
40 " " Blanks.  
222 Small " Labels.  
42 " " Blanks.  
Price 10/- per set. Post Free.  
Single Labels also supplied to order.  
Large size @ 3/6 per dozen.  
Medium " @ 3/-  
Small " @ 3/-

### STOCK CARTONS.

4-oz., 6-oz., and 8-oz. sizes.  
We hold a large stock of Cartons in standard wordings for Seasonable Remedies, etc. Send for samples and prices.

## PHOTOGRAPHIC SALES HELPS

Leaflets, Showcards, Window Bills, etc.  
Designed to increase your Sales of Photographic Sundries.

We hold a large and varied stock.  
Write for samples and prices.

## OPTICAL SALES HELPS.

Showcards, Folders and Blotters forceful in design and well printed. Prices considerably reduced. Write for full range of samples.

## STOCK BOTTLE LABELS

for Shop Rounds, etc. In Black Letters, Red and Black Border on Gilt Paper, Varnished.

Small Size, curved shape, at 8/- doz.  
Medium " " " " 8/6 "  
Large " " " " 8/6 "  
Any Names Supplied. Write for samples.

## DANGEROUS DRUG ACT, SUTTLOCK REGISTER.

Strongly bound in green rexine. Divided into sections for Sales and Purchases. Meets all the requirements of the Act. Send for one NOW. 7/6 post free.

## SALE OF POISONS REGISTER BOOKS

In conformity with the Poisons and Pharmacy Act, 1908.

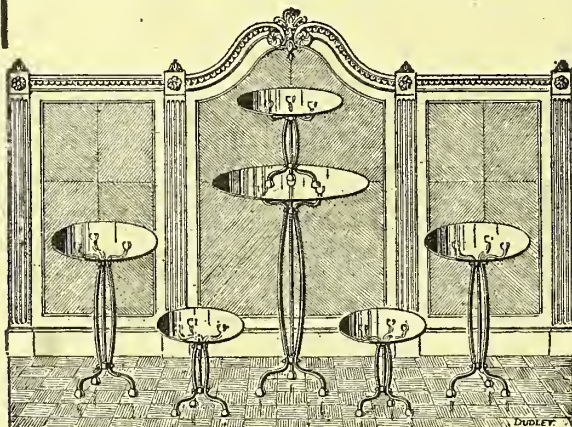
No.	In three sizes.	Price
1.	Containing 320 entries ...	4/6
2.	" 576 " ...	5/6
3.	" 1,024 " ...	6/6

**Chemists' Printers**

**Suttley & Silverlock**  
CHEMISTS' PRINTERS

**Blackfriars  
London, S.E.1**

## A Charming Display Set for a Chemist's Window



### THE "REGENT" DISPLAY SET.

No. C.D. 2426, consisting of Six Medium Weight Brown Bronze Tripods—one 9" high, two 12" high, two 18" high, and one 24" high. Six 1/2" glass ovals—one 24" x 18", two 18" x 12", and three 12" x 9".

This complete and delightful set **£3 : 16 : 6**

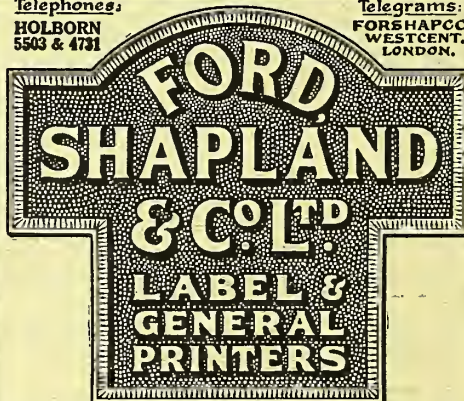
List No. C.D. 970 of Fittings sent free on request.

**DUDLEY & CO., LTD.**

558/576 HOLLOWAY ROAD, LONDON, N.7,  
and at 65 and 66 FORE STREET, E.C.

Telephones:  
HOLBORN  
5503 & 4731

Telegrams:  
FORSHPACO,  
WESTCENT,  
LONDON.



FINE ART SHOWCARDS, CARTONS,  
ENVELOPES FOR SHAMPOO POWDERS,  
CORN SILK, ETC.

**"Sol-Vo" Sanitary Paper  
in Rolls & Packets.**

AGENTS FOR THE REGISTRATION  
OF TRADE MARKS.





Registered Trade



Mark, No. 26866.



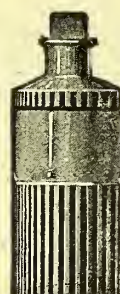
Hand-turned Shop Rounds.



Recessed Shop Rounds.



Recessed Poison Rounds.



## SHOP BOTTLES

of the finest finish. Perfect Stoppering. Made in glass free from arsenic and lead; this feature is of vital importance in the case of Shop Bottles.



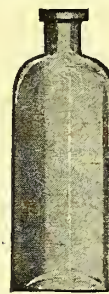
R.C. Flat.



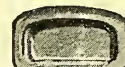
B.C. Flat.

### DISPENSING BOTTLES—

accurate in Capacity,  
free from arsenic and  
lead, and handsome  
in appearance. The  
aristocrats of bottles.



Oval.



Oval Fronted Flat.



B.C. Square.



R.C. Square.



### DOUBLE-ENDED FEEDERS

The finest the world has yet seen.  
Made in beautiful lustrous white  
flint glass which is so durable that  
it may be boiled continuously for  
twenty-four hours without shewing  
signs of deterioration.



Oval, 2 Flat Sides.



Octagon.

*Sold by all the Leading Wholesale Houses.*

**WOOD BROTHERS GLASS CO., LTD.**  
**BARNSELY,** (Established 1828) **ENGLAND**



# 800,000 Kotex

## to be given away—to win more customers for you

**Put this Window Sign on YOUR window. Women will recognise it. Our advertising tells them to look for it. Link up with this advertising. Get them into YOUR store.**

**The Big Extra-Profit Spring Drive is now in full swing! Don't miss your chance! Act now!**

SOME 30,000 Chemists, Drapers and Stores are displaying this big green Window Sign during the Kotex "Free Sample" drive. Be sure you get your share of the new business this will create.

For the first week—March 5th to March 10th—the Free Sample deal operated only in London and the following 18 Counties:—

BEDFORD-SHIRE	HERTFORD-SHIRE	NORTHAMP-TONSHIRE
BERKSHIRE	HUNTINGDON-SHIRE	OXFORDSHIRE
BUCKINGHAM-SHIRE	KENT	RUTLAND-SHIRE
CAMBRIDGE-SHIRE	LEICESTER-SHIRE	SUFFOLK
ESSEX	MIDDLESEX	SURREY
HAMPSHIRE	NORFOLK	SUSSEX

**To Dealers outside the above Counties we wish to announce that—**

The remainder of the British Isles will be covered during the next three or four weeks.

Hundreds of dealers have already made arrangements to come in on this Big Drive and have already received full particulars and material necessary. Those who have not taken advantage of the opportunity can do so by ordering NOW.

During the whole period of the big drive our regular national advertising will sell the Kotex idea.



Our special Free Sample campaign—additional to the regular national campaign—tells women all over the country to get their Kotex Free Sample from dealers who display the Window Sign.

You display the Window Sign to remind women. They get their Free Sample from you—then come back to BUY FROM YOU at regular profits.

In the BIG CAMPAIGN 800,000 samples are being given away—through dealers.

You get 50 Free Samples of Kotex with every three dozen boxes you order. 200 Free Samples with every gross. Each sample in a sealed envelope. And a special Free Sample Carton for your Counter inviting your customers to "Take One." Together with additional counter material and the green Window Sign. All without a penny of extra expense on your part.

Send in your order to-day. Your goods will be dispatched AT ONCE—with 50 Free Samples for every three dozen boxes you order.

**89 Newspapers used twice during the First Week**

On the opposite page we reproduce some of the striking advertisements which ran this week. These advertisements appeared in 89 national and local newspapers (see list opposite) in the London and South-Eastern area during Free Sample Week, March 5th to March 10th. This indicates the scale on which the Big Drive is being conducted all over the Country.

Get ready for Free Sample Week in YOUR area. Link up with this great advertising drive. Send in your order NOW.

# K O

PROTECTS



# Samples

**One week's Campaign for one area! Full pages and other large spaces used twice during the week in 89 newspapers — in London and South-Eastern Counties.**

DAILY CHRONICLE  
DAILY NEWS  
DAILY MIRROR  
DAILY SKETCH  
STAR  
CROYDON  
ADVERTISER  
ENFIELD GAZETTE  
HARROW OBSERVER  
HORNSEY & FINCHLEY  
JOURNAL  
JOURNAL  
KENTISH DIST.  
KENTISH TIMES  
KENTISH INDEPENDENT  
KENTISH MERCURY  
MIDDLESEX  
RICHMOND & TWICKENHAM  
SOUTH LONDON  
SOUTH WESTERN  
STRATFORD EXPRESS  
SURREY COMET  
TOTTENHAM  
WALTHAMSTOW  
WANDSWORTH  
WEST MIDDLESEX  
WIMBLEDON  
HENDON & FINCHLEY  
STREATHAM NEWS  
WILLESDEN  
WEST LONDON  
BRIXTON FREE PRESS

HAMPSTEAD & HIGH GATE EXPRESS  
FULHAM GAZETTE  
SOUTHWARK & BERMONDSEY  
RECORD  
EAST LONDON  
OBSERVER  
BEDFORD TIMES  
LUTON NEWS  
READING MERCURY  
STANDARD  
WINDSOR & DIST.  
EXPRESS  
BUCKS. ADVERTISER  
FREE PRESS  
CAMBRIDGE INDEPENDENT  
CAMBRIDGESHIRE  
ESSEX CHRONICLE  
ESSEX WEEKLY NEWS  
ESSEX COUNTY  
ESSEX TELEGRAPH  
SOUTHERN  
STANDARD  
SOUTHERN TIMES  
BOURNEMOUTH  
ECHO  
PORTSMOUTH  
EVENING NEWS  
SOUTHERN ECHO  
HAMPSHIRE  
HANTS. COUNTY  
HERTFORDSHIRE  
MERCURY  
HANTS. COUNTY  
KENTISH EXPRESS

CHATHAM NEWS  
DOVER EXPRESS  
FOLKESTONE  
HERALD  
KENT EVENING  
ECHO  
KENT MESSENGER  
EAST KENT TIMES  
ROCHESTER  
JOURNAL  
KENT & SUSSEX  
COURIER  
LEICESTER  
MERCURY  
LEICESTER MAIL  
LYNN ADVERTISER  
EASTERN EVENING  
NORWICH  
MERCURY SERIES  
NORTHANTS. EVENING  
TELEGRAPH  
NORTHAMPTON  
CHRONICLE  
NORTHAMPTON  
MERCURY  
PETERBOROUGH  
ADVERTISER  
WELLINGBOROUGH  
OXFORD TIMES  
BURY FREE PRESS  
IPSWICH EVENING  
SUFFOLK  
CHRONICLE  
CROYDON TIMES  
SURREY ADVERTISER  
SURREY MIRROR  
WEST SUSSEX  
GAZETTE  
BRIGHTON & HOVE  
HERALD  
EASTBOURNE  
GAZETTE  
HASTINGS  
OBSERVER SERIES  
SUSSEX EXPRESS



Advertisements shown here greatly reduced, the two bottom ones being full pages.



**Make out your order as below**

and post it to-day to

**KOTEX LTD., 23, Eagle St., London, W.C.1.**

Please send me.....dozen boxes of Kotex, with 50 Free Samples for every 3 dozen, and Counter Material in accordance with your offer. Also the green Window Sign.

I undertake to give a prominent display of Kotex during Free Sample Week in my area.

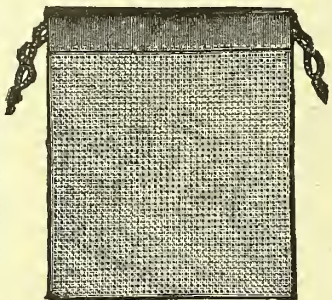
Then sign your name and give full address.

# TEX

DEODORISES



# SPONGE BAGS, ETC.



No. 978

## NOTE OUR PRICES!

## QUALITY BEYOND QUESTION

	SIZES					
	s. 1 d.	s. 2 d.	s. 3 d.	s. 4 d.	s. 5 d.	s. 6 d.
No. 978. STAR CHECK .. .. .	4 6	6 0	7 6	9 0	10 6	12 6 per doz.
DOUBLE PROOF, ASSORTED COLOURS	7 0	8 6	9 6	11 6	13 6	16 6 "
FANCY SATEEN, ASSORTED DESIGNS	8 6	11 0	13 6	15 6	18 0	21 0 "
No. 979. TRAVELLING COMPANIONS, FANCY SATEEN, ASSORTED DESIGNS, containing Huckaback towel, turco washing square and soap, 20/- per doz.						
No. 980. " " " " " " containing towel, washing square, nail and tooth brush, comb, soap, etc., 45/-						

CARRIAGE PAID ON ORDERS OF £3 AND UPWARDS.

A discount of 5% for prompt cash is allowed on all amounts of 10/- and upwards. Money returned if goods are not satisfactory. Write for New Price Lists of Druggists' Sundries, Toilet Requisites, Rubber Goods, Cut Sheet Rubber Appliances, etc.

**BURGE, WARREN & RIDGLEY, LTD.** 91 & 92 GREAT SAFFRON HILL,  
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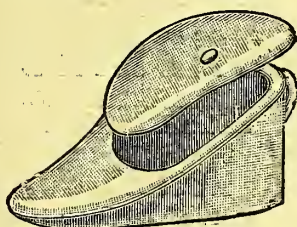
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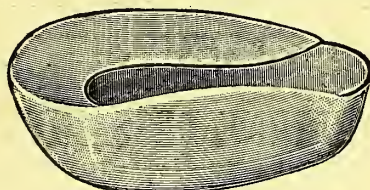
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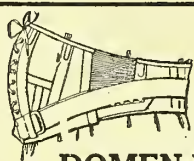
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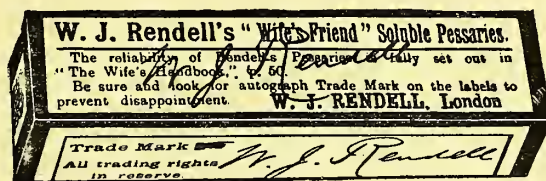
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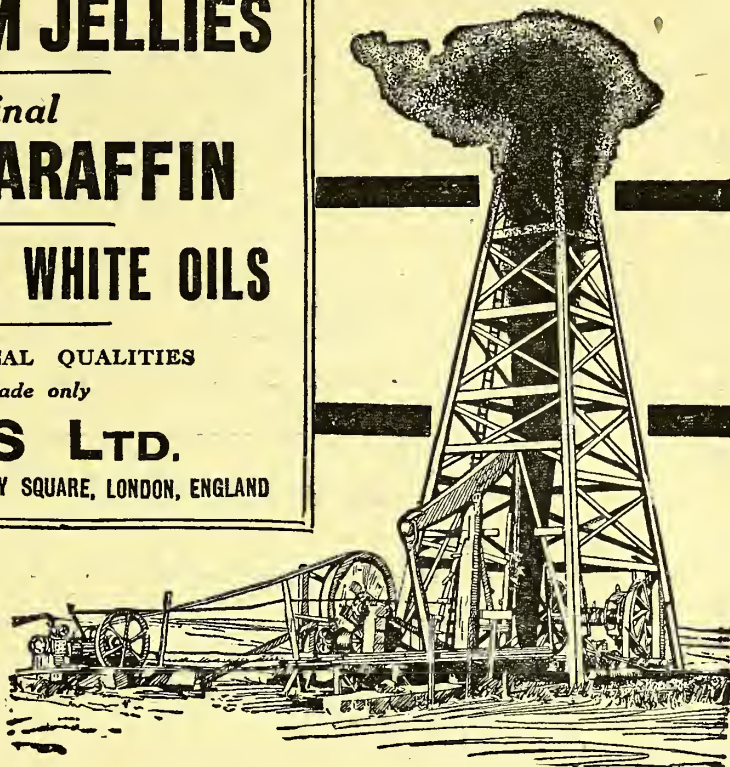
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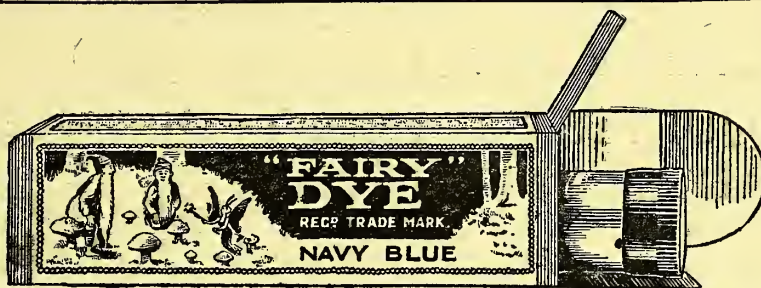
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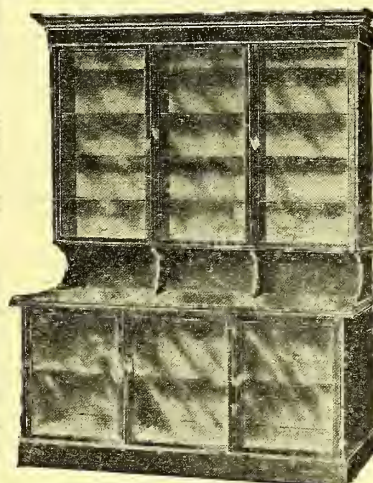
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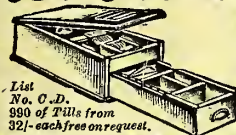
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10.—CORNWALL.—General Retail and Dispensing Business, with Agricultural and Kodak Agency; returns for the past three years average £1,550, at good prices; well-fitted shop, amply stocked; good living accommodation; further details on application.

11.—WORCESTERSHIRE.—Family Retail and Dispensing Business with Wine and Spirit Licence; very old-established; returns £2,800; net profit £600; attractive double-fronted shop, well fitted and fully stocked; large house; rent £100; sublet £60; price £1,250.

12.—MIDLANDS.—General Retail Business with Kodak Agency; established 50 years; returns between £50 and £55 weekly; double-fronted shop; excellent house, with garage and garden; rent £50; held on lease; price £1,850.

13.—BIRMINGHAM (Near).—General Retail and Dispensing Business; returns average £32 per week, plus N.H.I.; moderate rental; held on lease; stock estimated to be worth £500; further details on application.

14.—LANCS. COAST.—Very good-class Retail and Perfumery Business; returns, under present management, £2,000 per annum, with scope for large increase; gross profit 40 per cent.; attractive double-fronted shop, well fitted and stocked; lock-up pharmacy, with large room behind; price £1,200, about the value of stock and fixtures.

Messrs. O. & Co. desire to emphasize the necessity of a periodical Statement of Account by which means alone Profit, the value of Business, &c., can be determined. Involving as this does the labour of Stocktaking and Valuation, it is often omitted and eventually becomes confusion and loss.

## Valuations for Stocktaking

Messrs. O. & Co. are prepared to undertake these essential duties and make Special Terms for such service.

ORRIDGE & CO., 56 LUDGATE HILL, LONDON, E.C.4



## The Association of Manfg. Chemists, Ltd.

**Business Agency, Transfer & Valuation Department**

**Head Offices:** Kimberley House, Holborn Viaduct, London, E.C.1 (and at 2 Bixteth Street, Liverpool).

**PARKIN S. BOOTH, Accountant & Valuer. Phone: City 1261-2-3**  
**BUSINESSES FOR DISPOSAL**

1.—**ESSEX.**—Retail Dispensing Business; on lease 21 years at £100, rising to £150 p.a.; returns, £37 per week; large double-fronted shop; private entrance to flat above shop. (136)

2.—**SHEFFIELD.**—Small Business for immediate disposal. Premises consist of two shops communicating; good windows; living room, scullery, two bedrooms and attic, held on monthly tenancy at £45 p.a.; returns approximately £15 p.w.; room for increase; price £350. (145)

3.—**BRIGHTON.**—Retail Dispensing Business; premises consist of single-fronted shop; 15 ft. frontage, with dispensary and large basement; held on lease 17 years at £52 p.a. inclusive; returns average £20 p.w.; can be increased. Full particulars on application. (147)

4.—**LONDON, S.W.**—Two small Businesses for immediate disposal; one in good position on main 'bus and tram route; premises held on lease, 16½ years to run; rental £2 7s. 9d. p.w. Takings approximately £765; can be increased under personal supervision. Further Business situated in thickly populated working-class district, with good possibilities for owner manager; premises held on lease, 16 years to run at rental of £60 p.a.; dwelling accommodation sub-let £65 p.a.; turnover approximately £1,090. Full particulars on application. (148)

5.—**BERKS.**—Old-established Chemist's Business for Disposal; double-fronted shop, recently redecorated, with good living accommodation; held on lease with nine years to run, at rental of £71 6s. 8d. per annum; stock about £450; returns £26 per week; books can be inspected. Offers invited. Full particulars on application. (123)

6.—**LANCS.**—Old-established Chemist's Business, with Post Office attached; held on quarterly tenancy; lease might be obtained, or property purchased for £1,200; returns, £15 per week, all cash; rent, £78 p.a.; living accommodation; price asked, £750. Full particulars on application. (142)

7.—**NORTH-WEST DISTRICT.**—Family Retail Dispensing Business; double-fronted corner shop, with room at rear; flat with side entrance, consisting of three rooms; two garages; held on lease 12 years at £140 p.a.; flat let off at £103 p.a.; returns average £20 p.w.; can be increased. Full particulars on application. (146)

8.—**BLACKBURN.**—Drug Stores in main thoroughfare, on lease, 7 years to run, at £60 per year; returns, £18; large lock-up shop, with excellent window; stock about £250. Offers invited. (140)

9.—**PEMBROKE.**—Old-established Business, with good living accommodation; on lease, 40 years to run, at £45 per annum; returns, £40 per week; stock about £800. Further particulars on application. (139)

10.—**CAMBRIDGESHIRE.**—Old-established high-class Dispensing and Retail Business; held on advantageous lease; well fitted and large stock carried; returns approximately £3,000, at good profit; excellent living accommodation; every investigation invited. Full particulars on application.

11.—**LONDON, N.W.**—Dispensing and Photographic Chemist's Business for disposal; double-fronted shop; good living accommodation; gas and electric; good lease can be obtained; rent £250; returns £55 per week; stock approximately £500. Full particulars on application. (125)

12.—**MANCHESTER.**—Well-established Pharmaceutical and Optical Business; large shop, with good living accommodation; rental, £117 p.a., with option to purchase property; returns about £20 p.w.; stock approx. £300; price for fixtures and fittings, £350; lease and goodwill, £100. Full particulars on application. (130)

13.—**LONDON, S.W.**—For immediate disposal, Retail and Dispensing Chemist's Business, held on lease, 33 years to run at ground rent £4; conveniently fitted and stocked; turnover approximately £1,050 per annum; room for scope and increase under personal supervision. Full particulars on application.

14.—**CAMBRIDGE (Near).**—Old-established Pharmacy, on lease 20 years at £50 p.a.; returns average £13 per week; double-fronted shop, with good dwelling accommodation. Further particulars on application. (131)

15.—**CITY.**—Old-established Business, on lease, 18 years to run, at £60 p.a.; rates £21; returns average £1,450; good N.H.I.; (let off £65 p.a., vacant possession can be given if necessary); side entrance. Full particulars on application. (132)

16.—**LINCOLNSHIRE.**—General Retail Dispensing Business in market town, with excellent living accommodation; established over 60 years; nearest opposition 5 miles away; takings over last 3 years average £1,640; net profit, 25 per cent; stock about £350; rates very low; wine and spirit trade; Kodak Agency. Further particulars on application. (141)

17.—**LONDON, S.W.**—Very old-established Family Retail and Dispensing Business, occupying prominent corner position in busy thoroughfare; lock-up shop with storage accommodation; held on advantageous lease at £100 per annum; returns approximately £2,300 per annum; can be increased under personal management; full particulars on application.

Stocktaking and Valuation of Businesses undertaken at moderate inclusive fee. Chemists are invited to consult us in respect of their requirements in connection with sale or purchase of businesses. Chemists in the North are requested to communicate with our Liverpool Office.

## BERDOE & FISH

**VALUERS AND TRANSFER AGENTS,**

**41 Argyle Square, KING'S CROSS, W.C.1**

(One minute from St. Pancras and King's Cross Stations.)

1.—**HAMPSHIRE.**—Old-established, good class, Family Business, in most desirable market town; very easily worked; turnover close on £4,000; good profits; large house and garden; excellent stock; price £2,700; strongly recommended.

2.—**SOUTH-WEST OF ENGLAND.**—General Retail and Family, with Kodak Agency; in good market town; returns £2,300; net profit £560; auditor's figures; large pharmacy; stock and fixtures worth £1,650; price £1,850.

3.—**YORKS (W. Riding).**—High-class Chemist's Business, in pleasant residential town; returns about £1,100; plenty of scope; good profits; fine position; practically unopposed; price £900, or close offer.

4.—**MIDLANDS (Health Resort).**—Light Retail and Dispensing, with Kodak Agency; returns, £1,500 under manager; good profits; large well-fitted pharmacy; fully stocked; owner retiring; price £1,300.

5.—**WEST OF ENGLAND.**—Light Cash Retail and Photographic Business, in pleasant market town; returns, under manager, £1,200; plenty of scope; low rent; good house and garden; well-fitted pharmacy, fully stocked; price £1,100, or offer.

6.—**NORTHANTS.**—Light Cash Retail and Photographic Business; main road position; returns average over £1,300; net profit £350; books audited; good stock; price, £700.

7.—**WESTCLIFF-ON-SEA (Near).**—Sound Light Retail, Dispensing and Photographic; returns about £1,850; good unopposed position; growing district; modern house and pharmacy; price £1,150, or valuation terms arranged.

8.—**LONDON (S.W.).**—Quick Cash Retail, with Kodak Agency, in busy marketing centre; returns £2,200, plus N.H.I. 550 monthly; good house; low rent; long lease; large modern fronted shop; price £1,500, or valuation terms.

9.—**LONDON (Within 20 Miles).**—Good-class Business; recently opened; present returns, £19 a week; scope for double; growing town; modern pharmacy; fine window and good stock; price £700.

10.—**WEST MIDDLESEX.**—Old-established Drug Stores; in same hands many years, and retiring; returns £727; splendid scope for qualified; low rent; on lease; house attached; price £425.

Established 1870.

Telephone: Terminus 3574.

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**STOCKTAKING, ACCOUNTANCY, TRANSFERS.**

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## AGENCIES.

**ADVERTISER**, who has invented a new form of Surgical Dressing, cheaper and more efficient than any in use, desires meet reliable person capable of marketing same on commission. Send references and proof of capability to perform service. 122/264, Office of this Paper.

**AGENTS**, with a good Chemists' connection, wanted by well-known firm of Rubber Manufacturers and Chemists' Sundries for London, Birmingham, Sheffield and districts, Northumberland and Durham, Irish Free State, West Wales, North Wales and Yorkshire East Riding. 122/261, Office of this Paper.

**AN Indian firm** is interested in Toilet Powders, Flowering Essences, Custard and Baking Powders, Worm Bon Bons and other Pharmaceutical Preparations. Apply, with terms and samples, to G. Chaganlal & Co., Chemists and Druggists, Princess Street, Bombay, India.



## BUSINESSES FOR DISPOSAL.

**BRADFORD DISTRICT.**—Family Dispensing, Kodak Agency; best suburb; lock-up; rent £26; net profit £350; great scope for one used to good-class trade; price about £750; easy terms. Also Pharmacy, on busy main road; Kodak Agency; doing £1,660, including N.H.I. £306; property, including house, £1,000; part payment or partnership entertained. Also smart, lock-up Pharmacy, opened recently, doing £14 and 100 scripts weekly, 10s. clear; price £350. Similar one, Leeds, £250. Marsden, 44 Sholebroke View, Leeds.

**BRADFORD** (busy thoroughfare).—Sound Chemist's Business; turnover exceeds £2,000 per annum; well fitted, on up-to-date lines; price for fixtures and goodwill £500; stock at valuation, approximately £800. For further particulars apply Charles E. Naylor, Chemists' Valuer, 170 Vesper Road, Kirkstall, Leeds. Telephone: Horsforth 324.

**ESSEX COAST.**—Small genuine light Retail; must be sold owing to ill-health of proprietor and for family reasons; lock-up, but convenient room attached; moderate rent and rates; nicely fitted and stocked; in same hands over two years; returns about £700; could soon be doubled by energetic man; no triflers, please. "Genuine," 34/40, Office of this Paper.

**HERTS.**—Country Business, unopposed, under 30 miles from London; nearest Chemist 3½ miles; returns £1,100; can be largely increased; rent £50; long lease; Photographic, General Retail, and Prescribing; scope for Optics; price, goodwill, lease, fixtures, fittings and stock, £800. For details write BM/WSNS.

**KENSINGTON.**—Cash Retail Business, adjoining multiple shops in busy shopping thoroughfare; excellent opportunity for Pharmacist; 19 years' lease; six-room house and shop, five sublet, leaving net inclusive rental for shop 21s.; turnover, £1,500; gross profit, 40 per cent. Terms of payment to genuine buyer might be arranged. "L," 35/40, Office of this Paper.

**LEICESTER.**—Modern Pharmacy; unopposed; proprietor unqualified; turnover last year £1,500; qualified could do £1,800 immediately; Kodak Agency; growing district; stock and fixtures £500; price £650 for quick sale; worth £750; must sell; other interests; part could remain; any reasonable terms accepted; premises, brick lock-up, £400 freehold, or would lease at £40 per annum; no triflers, please. Elcock, Thurmaston, Leicester.

**LINCOLNSHIRE.**—Splendid opening for live man, Business, established 60 years, death vacancy; General, Dispensing, Agricultural, Kodak Agency; scope for considerable expansion; convenient lock-up shop; commodious premises (freehold); for sale, cheap; mortgage can be arranged; fixtures and stock at valuation; house available over business; full particulars on application. 36/7, Office of this Paper.

**LONDON, E.1** (thickly populated locality).—Recently established lock-up Drug Store; low weekly inclusive rental; good prospects for energetic man; good scope for Panel; reason for selling, ill-health; price £40, and stock at valuation. 33/3, Office of this Paper.

**LONDON, N.W.**—Genuine Cash Retail and Dispensing Business, with N.H.I. and Photographic; busy thoroughfare; working and middle-class district; clean, workable stock; lock-up, with rooms for Optics or Dentistry; returns, at present, £800, increasing; ill-health reason disposal; lease; electric light; moderate rental; scope for increase; price £350, or offer. 34/36, Office of this Paper.

**LONDON** (Near Chelsea).—Good sound Dispensing and Family Retail Business; Kodak Agency, also Ual; turnover nearly £1,600; exceptional profits; good living accommodation; modern pharmacy; price £1,200, or valuation and fixed goodwill; cash buyers only, with banker's reference. 34/34, Office of this Paper.

**LONDON SUBURB.**—Drug Store in busy main road shopping centre; recently established; trade over £40 per week, steadily increasing; unlimited scope for N.H.I. and Prescribing; exceptionally fine shop, well fitted; house of five rooms, kitchen and bathroom; long, favourable lease; price £1,600; part could remain; banker's or trade references must accompany inquiry; letters only. Field, 57 Wellington Road, Ealing, W.5.

**MIDDLESBROUGH** (now reviving).—Chemist's Business in industrial area; active Counter trade; N.H.I. 300 monthly; established three years (two as Drug Store, one as Chemist); well fitted and stocked; good house attached, which would sublet for £26; rent £52, and rates £23; price, £25 and valuation (about £250); offers considered; terms arranged; relinquishing for Optics only. "M.P.S.," 163 Cannon Street.

**SOUTH COAST.**—Easily worked Business for Sale; turnover £1,150; profit approximately £6 weekly; growing district; owner larger business in view; price of business, £850. Property (good modern house, with small garden), price £1,150; mortgage could be arranged. 33/38, Office of this Paper.

**SOUTH COAST.**—Business for Disposal; turnover last year £2,000; year before £1,860; expenses clear at £1 weekly; on lease, 15 years to run; good living accommodation; established 20 years; good reason disposal; Kodak, Rexall Agencies; price £1,600. Apply "Seaside," 35/2, Office of this Paper.

**MIDDLESEX.**—Good-class Business in important main road position; beautifully fitted double-fronted shop; takings over £50 weekly; capable of large increase; Kodak Agency; good living accommodation; long lease; price £1,800; bankers' references required; good opportunity for company branch. 19/24, Office of this Paper.

**NEWCASTLE-ON-TYNE** (near).—Genuine good-class Retail and N.H.I. Business, in busy main street; expensively fitted and well stocked; average returns, £1,500 per annum; long lease, at very moderate rent; price, for fixtures and goodwill, £650; stock at valuation, approximately £700. For further particulars apply Charles E. Naylor, Chemists' Valuer, 170 Vesper Road, Kirkstall, Leeds. Telephone: Horsforth 324.

**SOUTH COAST** (Fashionable Town).—Nice light Retail, returning £1,000 per annum at good prices; lock-up shop, in good position; price about £750. 122/268, Office of this Paper.

**SOUTHERN COUNTY** (One Hour from London).—Vendor, having purchased larger concern, wishes to sell good-class, old-established Business in busy, pleasant market town; good house, garden, modern conveniences, double-fronted; well fitted and stocked; long lease; moderate rent; best position; returns approaching £4,000; good profits; price £2,700. 34/37, Office of this Paper.

**WEST OF ENGLAND.**—Old-established Pharmacy; best position in market town; returns at present £2,400 or near; net profits, £550; stock about £1,000; house over shop let. Price for option of purchase of property, 10 years' lease to run, stock fixtures and goodwill; £2,300 for quick sale. 36/9, Office of this Paper.

**A COUNTRY Business**, doing £1,450, increasing; situate in pretty part of Sussex; prices good; overheads low; a nice six-roomed house, with private entrance attached; net profits, 1927, were £360, and represents a sound investment for the price asked, £1,150; present owner buying larger business. 35/10, Office of this Paper.

**BUSINESS for Sale** in manufacturing town near Manchester, taking £900 a year, including N.H.I., during depression, but business improving; profits about £6 to £6 5s. a week; ill-health cause of sale; good living accommodation; on lease, £550. Apply 35/35, Office of this Paper.

**FOR Sale** as a going concern, excellent Chemist's Business, situate in important Southern market town. Full particulars of Sydney G. Best, F.A.I., Avon Chambers, Salisbury.

**GENUINE Cash Business** for disposal near King's Cross, London; returns, 1927, £1,220; N.H.I. 350 per month; lock-up shop; low rent; lease will be granted; good reason for disposal, owner will make bargain for quick sale. Full particulars to "Chemist," 28 Saverlake Road, N.W.3.

**REAL live Business** with large turnover; an unusual opportunity to acquire a sound Family and Agricultural Business in E.R. Yorkshire, such as is seldom offered for sale; full particulars only to genuine buyers with bankers' references; capital required about £4,500. 32/36, Office of this Paper.

**TO CHEMISTS AND DRUGGISTS.**—For Sale as a going concern, a Chemist's and Druggist's Business on Tyneside; thickly populated area; large National Health Insurance. For full particulars apply to Mr. Thomas Bell, Incorporated Accountant, 24 Grainger Street West, Newcastle-upon-Tyne.

**THE** old-established Drug Stores of the late Dalmain, 9 Pimlico Walk, Hoxton, London; grand opening for qualified Chemist; densely populated neighbourhood; now doing a good trade under novice; scope for £60 per week; 4 rooms, nice shop; no opposition; price £250; open to offer; rent £50; apply at shop.

**TOILET and Perfumery;** valuable Trade Mark and Stock of manufacturers of Beauty Preparations for Disposal; very attractively packed and well introduced to the trade; or would sell as a going concern. 122/265, Office of this Paper.

**TWO** excellent Businesses for Sale, holding unopposed sway in a large and rapidly developing suburb of a busy Midland manufacturing city; one business has excellent house attached, and the other is the finest privately-owned Chemist shop in the city; all books are audited; vendor retiring from business and will grant new lease in each case. Further particulars will be sent on application to 34/7, Office of this Paper.

**£250 OR NEAR OFFER.**—Small Business in residential S.E. district; badly neglected owing to owner having another business; lock-up shop and back room; rent 15s. weekly, inclusive on lease; returns, £550; plenty of scope for general increase, also N.H.I. and Photography. 36/2, Office of this Paper.

**£650** inclusive purchases recently opened Business, with living accommodation, Coventry; books shown and sound reason for disposal given to genuine buyer; rent £1 weekly; on lease; electric light throughout; well stocked and fitted; N.H.I. over 300 monthly. Further particulars on application. 34/30, Office of this Paper.



## BUSINESSES WANTED.

**DRUG STORE.**—Unregistered desires to purchase well-established Drug Store, with house accommodation preferred, London; average £20 to £25 week; must stand accountant's scrutiny; good lease; no agents; or would consider managership with view to taking over. Full particulars (in strict confidence) in first letter, 36/5, Office of this Paper.

**LONDON**, or near, showing net profit not less than £350; free to take over immediately; cash waiting; bankers' references supplied; having had excellent West-End experience as Manager and holding undeniable references, would consider Partnership in larger business. All particulars supplied will be treated in the strictest confidence. "Rhei," 35/25, Office of this Paper.

**SCOTLAND.**—A good-class Dispensing and Retail Pharmacy wanted, returning £1,500-£2,500, or Partnership as successor in larger business; advertiser (30), single, can provide highest references with regard to ability, experience and character; strict confidence guaranteed. Reply to 35/37, Office of this Paper.

## PARTNERSHIPS.

**ANALYTICAL CHEMIST.**—An opportunity is open to a fully qualified man to join old-established City firm of Consultant Analytical Chemists with large and varied connection; investment of £500 is required for share in Partnership. Give full details of experience (in strict confidence) to Box S. 63, c/o Eldon Street House, Eldon Street, E.C.2.

**CHEMIST**, with large Store Business and Photographic trade, requiring £2,000 capital, seeks suitable Partner to take up shares; present turnover £16,000; personal references given. C/o 35/31, Office of this Paper.

## NOTICE.

**MESSRS. C. R. HARKER, STAGG & MORGAN, LTD.**, of Devon Wharf, Emmott Street, Mile End, E.1, HEREBY give notice that Mr. B. Thompson-Clarke, of 90a Stapleton Road, Balham, is not in their employment and has no authority to represent them in any capacity whatever.

## APPRENTICE WANTED.

**APPRENTICE** wanted for an old-established West-End business. Apply, by letter, to Bird & Storey, Chemists, 42 East-castle Street, W.1.

## PREMISES FOR SALE.

**BRIGHTON.**—Centre of town; Business Premises suitable for Chemist, comprising double-fronted shop, 6 rooms; vacant possession; price £1,500; bargain. Jerwood & Smith, 192a Western Road, Brighton.

## SITUATIONS OPEN.

### RETAIL.

### [HOME.]

**BIRMINGHAM.**—Minor qualification; part-time Assistant required. State age, salary required, and full particulars, with highest references. 34/5, Office of this Paper.

**BOLTON (LANCS) CO-OPERATIVE SOCIETY, LTD.**, require an unqualified male Assistant, with good Counter experience and sales-pushing initiative. Applications, in writing, must give full details and state salary required. 48-hour week; no Sunday duty; busy counter trade; no stock-keeping duties. Address "Chemist," 39 and 41 Market Street, Bolton.

**CHELMSFORD.**—Branch Manager wanted for General Retail and Photographic Business; N.H.I.; outdoors; modern shop; main street; must be a capable Counterman and good Window-dresser. Apply, giving full particulars of experience, age, salary required (photo if possible), to T. Bellamy, 2 Tindal Square, Chelmsford.

**CHELMSFORD DISTRICT.**—Junior Assistant required; must have had experience above the average in Window-Dressing; a knowledge of Photography an advantage. Apply, by letter, to Parkes Chemists Ltd., 65 Harwood Street, London, N.W.1.

**COVENTRY.**—Unqualified Assistant, capable of assisting during season with Photographic work, and with a knowledge of up-to-date Photographic methods; must also be a capable Counter Assistant, Dispenser and Window-dresser. References, photo and salary required to W. H. Green, 28 Earl Street.

**CROYDON MENTAL HOSPITAL**, Upper Warlingham, Surrey.—Lady Dispenser wanted; must be fully qualified and capable of doing Photography; age not to exceed 30 years; salary commencing at £120 per annum, rising by annual increments of £24 to £180, together with board, lodging and laundry, at present valued, for superannuation purposes, at £71 3s. The selected candidate will at first be on 3 months' probation, and will be required to undergo a medical examination during that period. Upon confirmation the post is subject to the provisions of the Asylum Officers' Superannuation Act, 1909. Apply to the Medical Superintendent, stating age, qualifications, and enclosing copies of two testimonials and photograph.

**DERBY.**—Qualified Junior Assistant required for good-class quick Counter business. State age, experience, salary required, and references in first letter to Hart & Co., Corn Market.

**DONCASTER.**—Required shortly, a capable and experienced Unqualified Assistant; applicants must have had good experience, possess unimpeachable references, and have been used to quick Dispensing; a good situation for suitable man. Apply, with full particulars as to age, height, salary required, and enclosing photo (if possible), to Harry Stiles, Doncaster.

**KENT.**—Required, experienced lady, qualified or unqualified, for good-class business, Dispensing and Counter; good saleswoman essential. Please give full particulars of experience and salary required, outdoors. 36/8, Office of this Paper.

**LIVERPOOL.**—Manager, qualified, for good middle-class branch; age 30 to 35; must be a perfect Dispenser and good Window-dresser; good salary and commission to right man seeking permanency. Apply, by letter only in the first instance, enclosing photo if possible, to Mr. R. A. Williams, Prebbles, Ltd., Chemists, Kensington, Liverpool.

**LONDON, E.**—Qualified Assistant; one accustomed to N.H.I. Dispensing and seeking a permanency desired. Apply, with full particulars of experience, names of references, when disengaged, age and salary expected, 35/17, Office of this Paper.

**LONDON, W.1.**—Qualified Junior Assistant required for cash and Dispensing business; must be good Window-dresser. Letters not answered by 15th inst. respectfully declined. Write 31/40, Office of this Paper.

**LONDON, W.**—Capable, gentlemanly Assistant required; must be a good Counterman. Full particulars of experience and salary required to 35/30, Office of this Paper.

**LONDON, N.W.**—An Assistant (male), with good Retail and Dispensing experience, wanted in high-class pharmacy. Please state experience, age and salary required. 36/6, Office of this Paper.

**LONDON, E.C.**—Wanted, Junior Assistant (male), smart and of good address, for City business. Apply, giving full particulars and stating wages required, to P.C.B. 9/28, Office of this Paper.

**NOTTINGHAM.**—Assistant wanted in Dispensing and Photographic business; must be good Window-dresser and experienced at Counter. Apply, stating age and wages required, to W. Meakin, Sherwood, Nottingham.

**SOUTH KENSINGTON (Stickland & Co.)**—Wanted, immediately, smart qualified male Assistant for first-class Family and Dispensing Pharmacy; must be of good appearance and under 30. Apply, in writing, to Mr. B. R. Wilkinson, 23 Cromwell Place, S.W.7.

**WEST RIDING.**—Qualified Manager for pleasant suburban business, with house attached; Light Retail, with fair amount of N.H.I. State age, salary required, and when at liberty. "H." 33/12, Office of this Paper.

**WORCESTERSHIRE.**—Assistant; must be used to Dispensing, Photography, and a good-class Retail business. Reply, giving full particulars, qualifications, age, height, experience, salary required, 28/36, Office of this Paper.

**YORKS. WEST RIDING.**—Qualified Manager required for Light Retail and Dispensing (N.H.I.) business; industrial district; permanent position to the right man. 33/121, Office of this Paper.

**ASSISTANT**, gentleman, qualified preferred, age 26-30, for first-class Light Retail and Dispensing; no N.H.I.; must be competent Dispenser and Window-dresser; progressive permanency for good man. Particulars of experience and salary required to McKinnell, Ltd., Pharmacists, Northampton.



**ASSISTANT**, qualified, young, required immediately; must have good Photographic knowledge and a good Salesman; also unqualified Assistant for busy N.H.I. Dispensing business; good prospects; West London branches. Apply G. W. Todd, c/o Mortons Cash Chemists, Ltd., 510 Harrow Road, W.9.

**ASSISTANT** required; age 20 to 25; good Dispenser. Humphreys, Chemist, High Street, Northwich, Cheshire.

**AT** once, qualified man to join a company that is being formed in the County of Durham; no capital required. Apply C. B. Henderson, Nervuline Pharmacy, Trindon Colliery, Co. Durham.

**BOOTS THE CHEMISTS** have vacancies for experienced unqualified lady Assistants in London, West of England, and Midlands; must have been apprenticed in the retail. Apply Boots Pure Drug Co., Ltd., Station Street, Nottingham.

**BRANCH** Manager of good appearance and address, experienced in high-class Dispensing and Retail, with Photographics; early April; permanency; rooms available; references must bear strictest investigation. Please give full details of previous experience in first letter, say when disengaged, age, height, salary required, whether married or single, and if convenient enclose photo to D. T. Evans, Ltd., Chemists and Opticians, Margate.

**CAPABLE** Assistant, with a practical knowledge of Optics, Photography, and good Dispensing experience. Reply, by letter only, stating age, details of experience and references, to Findlay, 62 Lillie Road, West Brompton, S.W.6.

**EXPERIENCED** Pharmacist, accustomed to good-class trade, required to manage a Branch Pharmacy in London; excellent prospect; permanency; outdoors. Apply "X," 122/262, Office of this Paper.

**JUNIOR** for London suburb; good-class Dispensing and Retail business; smart Counter-hand essential. Apply, with full particulars, to A. W. Hanson, 23 High Street, Sidcup.

**LADY** Dispenser-Book-keeper wanted for large Practice in East Anglia; must be experienced and have highest references. Bullmore, Butterworth & Parker, Wisbech.

**LADY** Dispenser and Book-keeper required immediately for country town Practice; particulars on application. Apply, stating age, qualifications, etc., to 122/263, Office of this Paper.

**LADY**; qualified; 25-35; quick and accurate Dispenser, good at Counter and Window Display, and able to control staff. State experience and salary required, enclose photo. J. & J. Thompson & Co. (A.U.L.), Ltd., 10 High Street, Oldham.

**LEWIS & BURROWS** require a young lady Assistant for N.W. London. Apply 146 Holborn Bars, E.C.

**MANAGER**, qualified, for High Barnet district; must be accustomed to good-class business, capable Salesman and Window-dresser; age about 30. Apply, by letter, to Parkes Chemists, Ltd., 65 Harwood Street, London, N.W.1.

**MANAGER** (qualified) wanted for middle-class business; minimum salary £250, with good living accommodation; good opportunity for young, energetic, married man. P.C.B. 9/25, Office of this Paper.

**MANAGER**, qualified, for Hackney and East Molesey districts; must be accustomed to good-class business, capable Salesman and Window-dresser; age about 30. Apply to 122/266, Office of this Paper.

**QUALIFIED** Manager (single) required immediately; good prospects for ambitious and energetic man. Give full particulars of experience, age, salary, and when at liberty in first letter. 33/120, Office of this Paper.

**QUALIFIED** Assistant wanted at once; must be a conscientious and responsible worker; middle-aged not objected to; a suitable man, willing to do his share of business-building, will share in the proceeds. Dalkin, Chemist, Rotherham.

**QUALIFIED** Manager, lady or gentleman, for branch shop in Fulham, S.W.6, working with assistant; nice family business; must be well experienced in all branches; good living accommodation if required; small capital required to invest; please give full particulars; advertiser is established over 20 years. 34/27, Office of this Paper.

**TAYLORS DRUG CO., LTD.**, require smart, energetic qualified man as Branch Manager. Apply District Manager, 45 Crawford Avenue, Wavertree, Liverpool.

**UNQUALIFIED** Assistant wanted; age about 30; good worker, strong and active; Dispensing and Stock. Apply, with full particulars, and enclose recent photograph, Albert Hagon, Limited, Cardiff.

**WANTED** (early April), an experienced, gentlemanly Assistant (unqualified), 24 to 28, for good-class Retail and Dispensing business; hours 8.30 to 7; no Sunday or late duty. Apply, stating age, height, salary, and experience, to H. Coates, Camberley, Surrey (facing R.M. College, Sandhurst).

**WANTED**, good, reliable, qualified lady or gentleman Assistant to manage branch for the season, from March 31 to middle of October; knowledge of Photography essential. State salary, age, references, and experience. Apply Broom, Chemist, Lynmouth, N. Devon.

**WANTED**, immediately, fully qualified lady Assistant to manage small country Pharmacy in one of Somerset's most historic towns; splendid house attached, available for applicant. Apply, stating age, experience, height and salary required (enclosing photograph, to be returned), to 122/269, Office of this Paper.

**WANTED**, soon, qualified lady as Locum for 3 weeks; indoors. Apply Williams, Chemist, Gt. Yarmouth.

**WILLIAM J. PEARSON**, The Avenue, Southampton, requires qualified Assistant (end of March); chiefly for small branch; good Dispenser, good Salesman and Window-dresser; undeniable references; easy post to right person; indoors, every home comfort; salary and commission.

**WANTED**, at once, qualified Junior; single; quick and accurate Dispenser, Counter. Please state age, height, experience, and references to "N. W.," 34/1, Office of this Paper.

**YOUNG** ladies, with slight knowledge of Photography, for Invoicing; could soon learn. C. T. Hines, Chemist, 86 High Street, Whitechapel, E.1.

### WHOLESALE.

**A. MANN'S** 14 in 1 Razor, the British Industries Fair success; real live Commission Travellers; exceptional terms. State territory and present lines carried. Cole & Co., 24 Buckingham Street W.C.2.

**REPRESENTATIVE**, with established connection amongst Hairdressers and Toilet Specialists, to sell Shampoos, Lotions, Creams, etc.; actual manufacturers; commission basis; state districts worked. 122/267, Office of this Paper.

**REPRESENTATIVES** required (provincial) for 4d., 6d. and 1s. Devon's Union Jack Foot Bath Salts; an exceptionally good seller around London; an attractive good value line that live men with sound connections will find a profitable proposition. Please state fullest particulars to Devon's Chemical Co., 36 Brick Lane, London, E.1.

**REPRESENTATIVES** for the South Coast, Western Counties, and for Scotland required to call on Chemists, Hairdressers, and Stores with Toilet Goods; only applicants considered who give full details of experience, territories worked, lines handled. 34/3, Office of this Paper.

**TRAVELLERS** required, on salary and commission, for each of the following territories: (1) Yorkshire, Nottingham and Lincs; (2) Warwick, Leicester, Northampton, and Worcestershire; (3) Somerset, Wilts, Hants, Dorset and Devonshire; (4) Wales. Applicants must have excellent connection with all Chemists and Druggists, etc.; lines are well advertised, Razor Strop, Blades, Shaving Brushes, etc.; only those with fidelity guarantees and good references entertained; own car an advantage. Write, stating terms expected and all particulars, to Box K.16, Day's Advertising Offices, 9/10 Charing Cross, S.W.1.

### (COLONIAL, INDIAN AND FOREIGN)

**BULAWAYO**.—Wanted, qualified male Assistant, single, about 25, good appearance and address, with all-round experience and satisfactory references; 3 years' agreement; salary £360, £390 and £420 for first, second and third year respectively; second class passage paid out. Apply, with photo and full particulars of experience, to "Pharmacy," P.C.B. 9/15, Office of this Paper.

**CEYLON**.—Dispenser required for Ceylon holding Minor Certificate, with experience as Optician and qualified preferred; age 24/28 years; single; must be of sober and steady habits, of good address, smart and pushful. Write in first instance, with full particulars as to age, experience, etc., to "Dispenser," care Deacon's Advertising Offices, Fenchurch Avenue, London, E.C.3.

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## SITUATIONS WANTED.

## RETAIL [HOME.]

**A.A.A.A.**—CAPABLE Assistant; 24; unqualified; Dispensing, Salesmanship, Photographics and Window-dressing; reliable and trustworthy; London and provincial experience; excellent references; Manchester or Lancashire preferred, but not essential; will applicants please state salary offered? 36/14, Office of this Paper.

**A.A.A.**—JUNIOR, 20, tall, 4 years' London experience, Dispensing, Counter and Photographics, requires post until September. 32/29, Office of this Paper.

**A.A.A.**—LOCUM, temporary, permanent; take charge; middle-aged; abstainer; experienced; moderate remuneration; disengaged; undeniable references. "Pharmacist," BM/ZP6N, London, W.C.1.

**A.A.**—A capable qualified Chemist, 30, desires situation as Manager or Senior Assistant; Locum or permanency; anywhere; excellent experience and references. "Scot," 63 Terminus Road, Eastbourne.

**A.A.**—QUALIFIED lady, 25, tall, good appearance, desires post good-class Pharmacy London; exceptional experience London and country; highly recommended; disengaged now. "Chemist," 132 Fellows Road, N.W.3.

**A** CAPABLE young married lady Dispenser (Hall) requires situation anywhere; experienced all branches Pharmacy, Photography, Book-keeping; excellent references; permanency preferred; salary £2 15s.; age 28; Doctor or Chemist. 35/28, Office of this Paper.

**A** THOROUGHLY capable, well-recommended Dispenser and Counterman desires immediate relief or permanency with Surgeon or Chemist; well up; London or country; unqualified. "R." 131 Mount View Road, N.4.

**A** LL-ROUND; unqualified; 22½; West-End experience; competent Counterman and Dispenser; excellent recommendations. "Statin," 164 Duke's Avenue, N.10.

**A** S Manager or Locum; Birmingham or near. David Brocklesby, M.P.S., M.I.C.O., 12 St. Joseph's Road, Ward End, Birmingham.

**A** S Manager or Assistant; thoroughly experienced, Dispensing, Counter, Photography, Prescribing; energetic; capable; disengaged. "Chemist," 29 Woodstock Road, London, W.12.

**A** S Manager, Senior or Locum; Drug Stores preferred; Prescriber; personality and business builder. "G.", 130 Scott-Ellis Gardens, N.W.8.

**A** S Manager, qualified, 30, excellent experience, seeks permanency or Locum; London or provinces; good references. "Statin," 36/22, Office of this Paper.

**A** SSISTANT; unqualified; 28; 9½ years' good all-round experience; energetic and enterprising; keen Window-dresser; disengaged. "Sparklet," 761 Garratt Lane, Tooting, S.W.17.

**A** SSISTANT; unqualified; first-class London experience; disengaged. "H. P.", 54 Temperley Road, Balham, S.W.12.

**A** SSISTANT or Manager; qualified; 30; good experience; North or Midlands preferred. 33/10, Office of this Paper.

**A** SSISTANT; unqualified; temporary or permanent; experienced; capable; would manage Drug Store; purchase entertained; good references. P.C.B. 9/8, Office of this Paper.

**A** SSISTANT; capable; 30; Part I; abstainer; Dispensing, Photographic, Counter, Window-dressing. "Radex," 123 West Auckland Road, Darlington.

**A** SSISTANT or Manageress; unqualified; 28; 10 years' all-round experience; keen Saleswoman; energetic; London, N. or N.W. 32/33, Office of this Paper.

**A** SSISTANT; unqualified; all-round experience; can manage; temporary or permanent. "Radix," 72 Tremadoc Road, Clapham, S.W.4.

**A** SSISTANT; unqualified; N.H.I., Photographics, Counter; manage Drug Stores; disengaged; abstainer; terms moderate; whole or part time; London only. Write "Nepata," P.C.B. 9/21, Office of this Paper.

**A** SSISTANT, unqualified, 28, seeks situation in or near London; good Dispensing experience; used to good-class Counter work, Photographic; good references present employer, etc. "Zingiberis," 47 Charlton Road, N.W.10.

**A** SSISTANT or Manager; experienced Dispenser, Prescriber, Salesman; single; middle-aged; unqualified. "Aspirin," c/o Miss Whitwell, 3 West Parade, Lincoln.

**A** SSISTANT, qualified, to undertake all departments; unregistered; Prescriber; abstainer; references; disengaged. "M.", 86 Lady Margaret Road, Holloway.

**A** SSISTANT; very active; sober; wide experience and trustworthy; unqualified, but a good worker. Blackburn, "Fairholme," Hewlett Street, Cheltenham.

**A** SSISTANT, age 20, requires situation for season; free April; first-class experience; Dispensing, Counter, Photographic (D. & P.), and Window-dressing; excellent reference. Baker, 25 St. George's Terrace, Leeds.

**A** SSISTANT; 24; unqualified; Counter, Dispensing and Photography; London essential. J. West, 28 Willoughby Road, Acton Vale, W.3.

**A** SSISTANT, tall, young, well educated, well trained, and with good experience, desires position in good-class London pharmacy. "M. M.," 90 Radstock Road, Reading.

**A** SSISTANT, 22, tall, sitting for Part II, July, desires situation; Potteries or Midlands preferred; 4 years' experience good reference. Smith, 62 Congleton Road, Biddulph, Stoke-on-Trent, Staffs.

**A** SSISTANT or Locum; unqualified; 45; capable; energetic; thorough all-round experience; disengaged. "R. C. H.", 53 Cantelupe Road, East Grinstead.

**A** S Manager or Senior; qualified; 28; excellent experience including West-End; good Salesman and organiser; Dispensing and Photographic; keen and energetic. 35/3, Office of this Paper.

**A** SSISTANTSHIP wanted; 26; medical degree; good experience Dispensing and Prescribing; business capabilities; good appearance; disengaged. 35/16, Office of this Paper.

**A** SSISTANT, unqualified, 27, capable and energetic, desire a permanency; Dispensing, Counter, Photography, Window dressing and Prescribing. 34/33, Office of this Paper.

**A** SSISTANT; qualified; best experience; capable and quick moderate salary; Locum work not objected to; Partnershi considered; now disengaged. 34/20, Office of this Paper.

**A** SSISTANT; Part I; age 21; London only; tall; good appearance; energetic; Dispensing, Photographic, Counter, Window-dressing. 35/23, Office of this Paper.

**A** SSISTANT, 23, unqualified, desires situation; 7 years' all round experience; good references; Birmingham district preferred. "E. L. M.," 34/16, Office of this Paper.

**A** SSISTANT, aged 34, height 5 ft. 8 in., desires change; we up in good Retail, Dispensing and Photographic; London and provincial experience; considered first-class Salesman and Window-dresser; permanency; capable full charge. "Ambitious," 35/26, Office of this Paper.

**A** SSISTANT; tall; unqualified; single; 23 years' experience Dispensing, Counter, Photographics; references; disengaged Harris, 24 Link Road, Edgbaston, Birmingham.

**C** HEMIST, several years for "self," experience including City and country, requires suitable post; meanwhile Locum "Chemist," 53 Louis Street, Leeds.

**D** ISPENSER, Book-keeper and Dresser to Doctors; highly trained; exceptional references; permanent. Vasey, Hanbrook, near Bristol.

**D** RUG STORES.—Position wanted as Manager small business view to purchase later; £50 deposit paid. P.C.B. 9/2; Office of this Paper.

**E** VENINGS.—Relief (one, two or three weekly); qualified West-End or near suburbs. 36/1, Office of this Paper.

**E** XPERIENCED, trained Dispenser; unqualified; reliable Counterman; good references; immediate, temporary or permanent; London. Overton, 8 Campden Street, Kensington.

**F** IRST Assistant desires post where hard work and 12 year experience all branches will bring progress; London preferred. P.C.B. 9/26, Office of this Paper.

**F** RANCIS & CO., Chemists, Wrexham, can confidently recommend a Junior Assistant; reliable Dispenser, Photographic and Counter work; North Wales or Cheshire preferred.

**G** ENTLEMANLY, unqualified Assistant, 32, desires post of responsibility in Retail or Wholesale; quick and accurate Dispenser and first-class Salesman; splendid experience of Surgical business; present post 5 years. 33/1, Office of this Paper.

**I** MPROVER; female; 20; liberty April 9; good experience Counter, Dispensing, Photographic; well recommended Sloan, "Willows," Seaton, Workington, Cumberland.

**J** UNIOR, 20, tall, excellent reference, 3 years' apprenticeship taking Part I April, requires temporary post, April-July in London. Wesley J. German, 21 Salisbury Road, Cardiff.

**J** UNIOR, age 20, desires situation; good experience; Dispensing, Photographic, etc.; good references. Evans, 80 Brampton Road, St. Albans.

**J** UNIOR, age 20, seeks situation, London; Counter, Dispensing, Photographic, Window-dressing experience. Able, 1 Merchiston Road, Cardiff.

**J** UNIOR Assistant, London preferred, age 21, good reference with time off for study. "S.", 90 Adams Avenue, Northampton.

**J** UNIOR Assistant, age 21, desires situation; excellent references; good all-round experience; Notts, Lincs and Leicestershire counties preferred. 34/31, Office of this Paper.

**L** ADY; 25; qualified (Minor); 7 years' experience in Dispensing, Counter and Photographic; excellent reference managerial position optional; Swansea preferred. 32/40, Office of this Paper.

**L** ADY Fitter, now in first-class Surgical House, desires change long experience and references. 35/13, Office of this Paper.



**LOCUM**; qualified, Pharmaceutical and Apothecaries' Societies; long experience all classes Pharmacy; highest references; total abstainer; photograph if required. "Pharmakon," 34/14, Office of this Paper.

**LOCUM**, lady, M.P.S., open for engagements April; South Wales district. 1 Beulah Road, Rhiwbina, Glam.

**LOCUM**, qualified, 30, open any dates; situations required where Dispensing Assistant kept. F. R. Smith, 10 Gray Road, Colchester.

**MANAGER**; qualified; 27; married; first-class experience, London, country; excellent references; disengaged when required. "Progress," 59 Stanley Avenue, Mottspur Park, New Malden, Surrey.

**MANAGER** and Buyer, Scotsman, desires change; 29; married; only high-class Chemists need apply. 33/26, Office of this Paper.

**MANAGER**; qualified; married; high-class West-End and Continental experience; fluent French; disengaged. Oakley, 41 Birkenhead Avenue, Kingston-on-Thames.

**MANAGER**; 42; married; accustomed to quick Counter and N.H.I.; good all-round experience; disengaged. "M.P.S.," 29a Telferscot Road, Balham.

**MANAGER**; 31; used to and able to take complete control; unqualified (Part I); good all-round experience. Apply 33/34, Office of this Paper.

**M.P.S.**; 45; Locum or Manager; disengaged; experienced all branches; all references. "B. P.," 27 Bouverie Road, Harrow, Middlesex.

**M.P.S.**, 26, Scot, 10 years' experience, at present Senior Dispensing Assistant in high-class Dispensing business (S.W.), wishes change to City Pharmacy, with no Sunday or late duty; 4 weeks' notice; interview Thursday afternoon. 32/28, Office of this Paper.

**M.P.S.**, AGE 44, married, abstainer, quick and active, first-class Dispensing and Surgical Fitting, also modern Store experience, desires post as Manager; highest references. 33/40, Office of this Paper.

**M.P.S.** DESIRES a position of responsibility where conscientious work is the essential to good remuneration; advertiser is 27, an abstainer, tall, and has 12 years' varied Retail experience; expecting to be F.S.M.C. after May next, and now a competent Optician; Midlands or West preferred; disengaged end of March. Reply 34/18 Office of this Paper.

**M.P.S.**, 24, energetic, capable, at present managing, desires post as Manager or Assistant with Country Pharmacist; permanency, with view to eventual succession; Lancashire preferred, but not essential. Write P.C.B. 9/27, Office of this Paper.

**PART-TIME** required in London; morning or evening; 25; referred Pharmacy. 34/38, Office of this Paper.

**PHARMACIST**, 39, all-round experience, has two or three free evenings weekly (from 6 p.m., London Bridge). "Chemist," 26 York Road, Waterloo, S.E.1.

**QUALIFIED** Locum or Manager; over twenty years' experience, mostly West End; competent, reliable; disengaged. "Pharmacist," 81 Camden Road, N.W.1.

**QUALIFIED**; tall; experienced; middle-aged; disengaged April; South Coast preferred; excellent references. Apply 32/4, Office of this Paper.

**QUALIFIED**, 26, at present Manager one of largest Retail shops in West of England, requires change; prefer Managership of business where energy and ideas appreciated; thoroughly experienced all branches; interview required; South Coast preferred, but not essential. 31/37, Office of this Paper.

**QUALIFIED**, City and West-End experience, desires management, with view of succession. "M.P.S.," c/o Purchas & Co., Accountants, 5a Wardrobe Place, E.C.4.

**QUALIFIED** Chemist (lady) desires post in town; London preferred; good-class business; excellent references. Hollingworth, Townend Pharmacy, Wath-on-Dane, Rotherham.

**QUALIFIED**, young, desires position of trnst. Eastern Counties (Norfolk or Suffolk preferred); sound knowledge of Photographic; experienced in Agricultural and Family business, with Prescribing; splendid references; abstainer; at present managing in suburban London. "Willing," 32/32, Office of this Paper.

**QUALIFIED**, 30, disengaged, 10 years' good all-round experience, seeks permanency as Manager; South Coast or London area preferred, but not essential. Jones, 68 Nower Road, Dorking, Surrey.

**QUALIFIED**, disengaged, young, tall, reliable and energetic, good Dispenser, requires position in good-class Pharmacy. 36/13, Office of this Paper.

**QUALIFIED**; shortly disengaged; Locum or permanency; good experience; excellent references; North Wales coast preferred, but not essential. 36/3, Office of this Paper.

**QUALIFIED** Chemist and Optician wishes post as Manager or Assistant in good-class business; aged 30; exceptional references and experience; free about March 26. "M.P.S.," F.S.M.C., c/o 35/37, Office of this Paper.

**QUALIFIED**, 34; married, desires position as Manager; 17 years' experience, with knowledge of Optics, Photography, etc.; living accommodation a consideration. 35/270, Office of this Paper.

**QUALIFIED**, 25, single, desires post offering scope as Manager or Managing Assistant; disengaged month from appointment. 35/25, Office of this Paper.

**SOMERSET** or Devon Coast preferred; unqualified Assistant; Public School; experienced, active, energetic; age 23; height 6 ft.; Counter, Dispensing, Photographic; recommended by former employer as honest, sober, reliable. "Excelsior," "Fairholme," Hewlett Street, Cheltenham.

**UNQUALIFIED** Assistant, 23, desires change; 8 years' first-class experience, Dispensing, Counter, Photo, etc.; good and competent worker. "H. C.," c/o Roach, 89 Portsdown Road, W.9.

**UNQUALIFIED**, married, age 30, good all-round experience, including Agricultural, desires situation; country preferred. Evans, 31 Bletchley Road, Bletchley, Bucks.

**UNQUALIFIED**, 21, seeks situation; London experience; Dispensing, Counter, Photographic; disengaged. E. Plumb, 25 North Ham Road, Littlehampton.

**UNQUALIFIED**: 35 years' all-round experience, including Shipping; capable taking charge; disengaged; good reference. Bagshaw, Park Square, Newport, Mon.

#### WHOLESALE.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

**A.-SALESMAN-REPRESENTATIVE**, keen, educated, 32, married, 12 years' experience, excellent London connection, seeks represent known Drug, Packed Goods, or Toilet House; salary, expenses. "Integrity," 35/7, Office of this Paper.

**A-POSITION** required in Wholesale by unqualified young man; single; intelligent; hard working; splendid experience Retail; anxious progressive post. Will any firm give fair trial to Chambers, 10 Albert Bridge Road, S.W.11?

**ADVERTISER**, unqualified, 31, now managing Retail, seeks progressive post in sales department or similar; tall; keen; reliable; first-class testimonials. 36/17, Office of this Paper.

**CHEMIST**, qualified, 30, excellent Retail experience; wishes to represent good Drug or Sundries House; London or provinces. "Scot," 33/2, Office of this Paper.

**CHEMIST**, qualified, 34, married, seeks change; desires representation of good house. 35/27, Office of this Paper.

**CONSCIENTIOUS** Salesman, 32, adaptable and competent, desires appointment as Representative, Birmingham district, Drugs, Sundries or Fine Chemicals; sound experience in the trade and well known; highest credentials; small salary to commence. Address 35/5, Office of this Paper.

**LEADING** Toilet House Representative, calling Stores, Chemists, Ladies' Hairdressers, West-End, City, could introduce one other good Proprietary. "Toilet," P.C.B. 9/23, Office of this Paper.

**MANAGER**, with experience in Engineering, Drugs, Toilets, etc., tactful buyer, seeks position in or near London, preferably with Proprietary; moderate salary. 36/20, Office of this Paper.

**PHARMACIST**, 20 years' Retail proprietor, requires change to Wholesale as Representative, Welsh ground, or other position. 20/39, Office of this Paper.

**PHARMACIST**, employed in large West-End Pharmacy, desires position as Representative for Pharmaceutical Preparations; good connection with the Medical profession. 34/35, Office of this Paper.

**QUALIFIED** Chemist, with suitable offices in Irish Free State, would act as Representative and open up business for reliable Manufacturing Chemists wishing to develop or open up in this country. For particulars apply J. Whelan, M.P.S.I., 3 Main Street, Wexford, Ireland.



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149 Newington Causeway, LONDON, S.E.1

**R**EPRESENTATIVE, with the leading Perfumers, desires change; London connection, Chemists, Hairdressers and Stores; capable and energetic worker; salary, commission and expenses; excellent references. Letters to P.C.B. 8/14, Office of this Paper.

**R**EPRESENTATIVE, 27, resident Glasgow, calling on Wholesale and Retail throughout Scotland, would consider one other line; commission and part expenses. 31/6, Office of this Paper.

**R**EPRESENTATIVE, first-class connection Wholesale and Retail, Lancashire and Yorkshire, open for change; first-class references. 33/8, Office of this Paper.

**R**EPRESENTATIVE, handling products London house, world-wide reputation, would consider additional representation; extensive connection, Doctors, Chemists, Welfare, North of England and Scotland. "Scot," 39 Beach Avenue, Whitley Bay.

**R**EPRESENTATIVE (disengaged), valuable 3,000 Chemists' and Doctors' connection in South-Eastern and Western Counties, to good house; permanent engagement desired; Proprietary Lines preferred; salesmanship and propaganda on neglected ground a speciality; good appearance and address; own car; salary and expenses basis; locate anywhere. S. W. Hoseason, 4 Ashbourne Grove, Hale Lane, Mill Hill, N.W.7. 'Phone: Mill Hill 1728.

**R**EPRESENTATIVE desires re-engagement with good Drug or Sundries House; excellent connection; Southern and Western Counties and South Wales. 35/38, Office of this Paper.

**S**ALESMAN, fully trained and 10 years' practical experience, with good sound connection six counties, East Midlands, desires full-time post; salary and expenses. 34/26, Office of this Paper.

**U**NQUALIFIED Assistant, 25, desires permanent and progressive situation in Wholesale or Retail; salary £3 10s. weekly. 36/18, Office of this Paper.

**Y**OUNG man, 21½, passed Preliminary, 4½ years indentured apprenticeship with Wholesale firm, desires position in the Wholesale; excellent reference; London preferred. 32/1, Office of this Paper.

### [COLONIAL, INDIAN AND FOREIGN.]

**B**RITISH Firms with or desiring interests in Canada, U.S.A., Australia invited to communicate with Chemist prepared to consider commissions on results basis. "H." 23/24, Office of this Paper.

**P**HARMACIST, with previous experience, desires position abroad (Africa and up-country preferred); accustomed to control native labour; not afraid of rough work or remote district; first-class references and experience in high-class agricultural, health resort and the Colonies; also Buying; perfect athletic physique; abstainer. R. C. Brown, Knight's Hill, Deepcut, Surrey.

### MISCELLANEOUS.

10s. for 60 words; 1s. for every additional 10 words or less.

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**M**ACDAM & TUCKNISS, Stock and Share Brokers and Dealers, Westminster Bank Chambers, Blackheath, London, S.E.3. Established 1898. Telephone: Lee Green 0081. Shares for sale free of commission (subject):—25 Bengers' Ord., 39s. 10½d.; 20 Pfs., £5 3s. 9d.; 200 Dubarry Ord., 11s. 1½d.; 423 Idris "A" Ord., 21s.; 50 "A" 6% Pfs., 15s. 7½d.; 250 Imperial Chemical Ord., 30s. 3d.; 500 10s. Defd., 9s. 6d.; 500 Low Temperature Carbonisation, 3s. 4½d.; 869 Mellins' Food 6% Pfs., 14s.; £50 Price's Candle 5% Deb., £44; £250 W. Toogood 7% Deb., £96%; half year's interest due April; 150 Wright Layman Pfs., 20s. 3d. Wanted (subject) 200 Stevenson & Howell Pfs., 20s.; Idris Deb., 6s.

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**C**HEMIST FITTINGS.—Complete Fittings in stock. Ranges of Drug Drawers with glass labels, shelving and lockers, Glass-fronted Counters, Dispensing Screens, Wall Cases, etc.; all made in sections which any local man can fix. Also Second-hand Fittings, Shop Rounds (ribbon and recess labels); Cash Tills from 15s. 6d.; Kwik-Sale Case, special Chemist design. **D. MATTHEWS & SON, Chemist Fitters, 14 and 16 Manchester Street, Liverpool.**

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